

# THE NATIONAL WOOL GROWER

VOL. XI

OCTOBER, 1921

NUMBER 10

## Distributing Lamb to the New York Trade

The Tastes of Eastern Consumers Governs Range Plans of Breeding for the Market—Producers and Distributors Heed the Benefit of Even Distribution of Live Lambs at the Markets.

New York City—the largest city in the United States—has many problems confronting it and foremost among these is the feeding of its millions of inhabitants. One not directly connected with some phase of this work, can only with difficulty, realize the stupendous volume of perishable products handled. For the six million people, approximately 10,000 carloads of foodstuffs enter this city weekly. Of meats alone, there are on the average of 500 carloads of live stock and about 660 carloads of meat products every week. With this continued influx of perishable foodstuffs, it becomes necessary to dispose of them quickly to make room for the next day's receipts, and also to get them to the consumer while in a fresh condition.

New York City does not depend entirely on the Western packers for its meat supply. There are numerous large killing plants in the city and approximately 10,000 cattle and 40,000 sheep are slaughtered here weekly. The packers have established markets throughout the city where one finds all the larger houses and many smaller independent concerns and speculators maintaining coolers for the sale of meats. To these coolers come the jobbers and the retail butchers for their meat supply. The handling of sheep and lamb carcasses does not differ materially from the handling of beef and pork products. The refrigerator cars are usually unloaded at the doors of the cooler and in the case of lambs they are separated and graded out in the cooler.

To go back a little further in the discussion of quality of meat, we find that the lambs have already been graded on the killing beds, taking into account the weight of the carcass, the



Transforming Western Resources Into Food for Eastern Cities.

conformation and the quality as indicated by the covering on the back. This grading forms the basis for the computation of the costs on each grade.

What kind of a lamb will bring the top market price? Weight and quality are the most important considerations. Lamb carcasses weighing 30-36 pounds, short and blocky, well fleshed on the back and well finished with regard to feeding are what the market demands. The retail butchers want this light carcass, for the consumer demands light cuts such as legs and chops.

During the winter months the feed lot lambs naturally dress out a heavier carcass than the spring and summer arrivals direct from the sides of their dams. When these heavier lambs are plentiful, the salesman cuts up a greater proportion of the carcasses before selling to satisfy the increased demand for backs, loins, etc. This enables him to increase the selling average on the

heavier grades of lambs. The difference in price between a 35 and a 45-pound lamb of the same quality will sometimes be two cents per pound. Weight is a very important factor. A large proportion of Western fed lambs dress out into this heavier grade of meat and the live-stock buyer, knowing that he will not be able to obtain the top of the market for this weight lamb, buys them accordingly. A premium is always paid for the prime handy-weight lamb on the live market the same as on the dressed meat market.

In discussing the relative value of the light and the heavy lambs some few lines should also be written regarding the sorting out of the thin lambs before shipping them to market.

On all the live markets seldom is there ever a car of lambs unloaded that does not require sorting. There is no reason why the feeders should not know the market requirements. It is

almost an impossibility to fool the live-stock buyers and, be assured of the fact, that when they buy a string of lambs and pay the top price for them—the lambs are well sorted to cull out all the thin and medium fleshed individuals. The throw-outs are either bought by feeders or by the packers at a much lower price. These thin lambs, when slaughtered and shipped to market, sell at varying prices depending on the fleshing and the quality. Naturally, they lack finish and show little result of feeding. In many cases they are sold at the best prices obtainable, especially when the better grades of meat are plentiful.

realize is that the packers handle a perishable product that must necessarily be sold while fresh to realize the maximum amount of money. The second point is the old story—the law of supply and demand. The trend of the dressed meat market follows the rise and fall of the live market to a great extent.

One recent instance in particular illustrates this point. On September the 19th early trade on dressed lambs opened slow with choice handyweight lambs selling at 23 cents. The market reports of the live runs in the principal Western markets showed an oversupply, Chicago, Kansas City and

market with meat slaughtered in the city and bought on a much lower basis.

Market prices go through a regular cycle of rise and fall. When shipments are light the market advances and when they are heavy the market declines in order to force the products into retail channels. The great fault lies in the fact that when the market advances and holds fairly steady for a few days, all the shippers want to take advantage of the high prices obtainable with the result that heavy shipments are made, the market is overloaded and a sharp decline is necessary to absorb all the supply.

These irregular markets are undesirable but nothing can be done to stabilize them until the live-stock shippers realize that they must regulate their shipments to prevent an oversupply. Not only do the live-stock shippers take some severe losses but the packers take staggering losses on these market gluts.

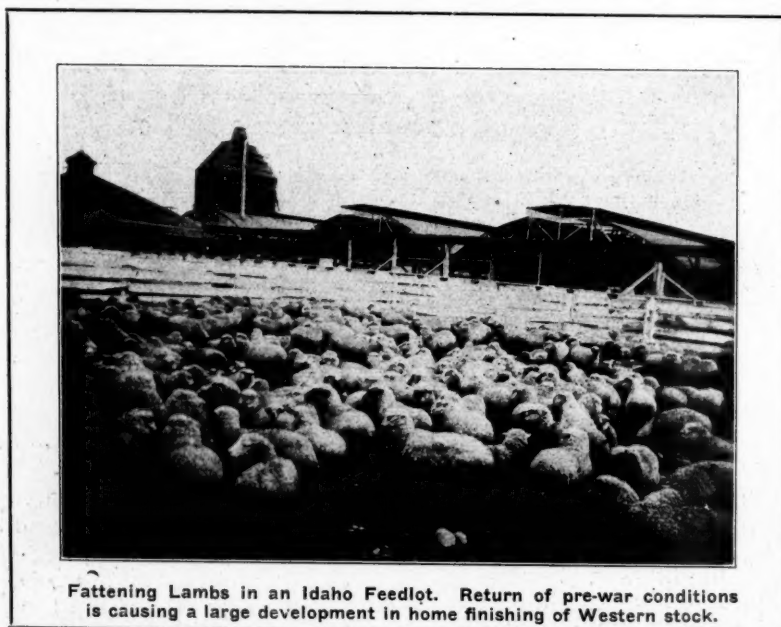
When the sheepmen realize what the market demands in weight and quality of a dressed lamb—when they make a closer sort on their lambs before shipping them to market—and when we can get away from the over-supplied markets with the inevitable declines—then the whole sheep industry will benefit—not only the packers but the producers as well. Manhattan.

#### FROM EASTERN ARIZONA

The ranges in Arizona have never been better than they are at this time. Sheep are in very good condition, and are putting on the hard fat, and by the last of October all sheep should be in shape for market, but the sheepmen are up the tree when it comes to the market, and do not know if they will get a price that will pay them to sell. All ewes are now being bucked up so they can be sent to southern Arizona for the winter.

Some of this year's wool from the southern part of the state has been sold at 19 cents F. O. B. Boston. The sheepmen are paying the herders \$35 and \$40 per month. A very few lambs have been sold yet.

Henry H. Scorse. Holbrook, Arizona.



Fattening Lambs in an Idaho Feedlot. Return of pre-war conditions is causing a large development in home finishing of Western stock.

Only certain New York markets will use these thin, rubbery and watery carcasses regularly and the demand for this grade of meat does not warrant shipping these thin lambs to market along with the choice fat lambs.

More money will be realized by the feeders on the sale of lambs when they wake up to the fact that a closer sort before shipping is more desirable.

Many of the uninitiated have the erroneous impression that the packers make the market price at their own pleasure. One week spent on any of the larger dressed meat markets will change that idea. The first thing to

Omaha having 80,000 sheep and lambs. The New York live market also having a heavy run, the markets declined 50 cents per hundredweight. The dressed meat market on lambs closed weak and draggy and at least \$1 lower than the opening. On Tuesday and Wednesday, although the live runs in the West were much lighter, the live market showed further declines and the dressed markets followed so that on Wednesday choice lambs were being sold from 19 cents to 21 cents. The New York market was not over-supplied with lambs, but meat shipped in from the West had to be sold on the same



A GOOD RECORD FOR OREGON EWES ON AN EASTERN FARM.

The Oregon ewes shown above are part of a bunch of 156 head purchased when young by James Riggs of Sullivan County, Indiana. They have averaged 10 pounds per fleece since taken to Indiana and the 1920 clip brought 26 cents through the Ohio wool pool. This spring they raised 210 lambs to market age, which brought 12½ cents at Chicago early in May.

### INDIANA FINDS WESTERN EWES PROFITABLE

The Montana and Oregon ewes shown in the pictures have given an excellent account of themselves even though bought at prices that are now considered to be high.

More and more, as time goes on, the farmers of Indiana are using Western ewes and especially ewes that have passed their usefulness on the range. In the hands of experienced shepherds they do exceedingly well, raise lambs of excellent quality and give satisfaction to their owners. I have been extremely interested in these ewes. On our own farm, we have been running one to two carloads of this type of ewes for the past few years and as I have been reading the Wool Grower, I have observed that little has been said regarding the Western ewes on our corn belt farms and have often wondered why more has not been said.

The sheep industry in Indiana is on a stable basis. We have liquidated some sheep to be sure, but at the

markets I have been told that Indiana has the reputation of having liquidated less percentage of her breeding stock

than any of the surrounding states. Of course, in Indiana, our farms are small. The sheep business has been depress-



MONTANA EWES MAKE MONEY IN INDIANA.

The 70 ewes shown here were purchased from a Montana shipment in the fall of 1920, by Mr. Wilbur Miller of Whitley County, Indiana. Some of them had broken mouths when purchased but they dropped 75 lambs and raised 71 to marketing age. The lambs, which were sired by Shropshire rams, were dropped in February, and sold at Pittsburgh on May 10 at 14 cents, averaging 70 pounds in weight. The ewes sheared 6½ pounds each from 10 months' growth of wool.



ing only a year and at this time is back on a basis where farmers can make money this season. Ewes are changing hands now from five to ten dollars per head, spring lambs have gone to market at a price that no one can complain about.

Our wool at the Columbus ware-

house is averaging over 20 cents per pound net and about two million pounds of Indiana's wool will be pooled this year. Speculators were only paying from 10-15 cents per pound. However, in my estimation they will get less than one-half of the wool of the state.

Claude Harper.

## Western Slaughtering of Lambs Viewed From Different Angles

**Slaughter Before Shipping Means Saving to Lamb Raisers—Cost of Transporting Carcasses Seems to Require Packer to Kill Nearer Points of Consumption.**

Washington woolgrowers, through their association, are bringing out facts about lamb marketing that are of greatest importance to all sheepmen in range states. Express rates on carcasses in carloads seem to constitute a present barrier to the development of slaughter at far Western points. In the contributions here printed from those in the business there appears to be some disagreement as to basic facts. The representative of the Washington Wool Growers Association considers that lambs were bought at Spokane at a price that was too low to be in line with the Chicago market. Armour and Company report that some of the Spokane lambs cost more money, delivered at Eastern markets, than those killed at Chicago or river markets.

### FROM THE SPOKANE NEWS BUREAU

To date 18 carloads of chilled lambs have gone east from Spokane to New York and Eastern markets under the special arrangement whereby the lambs are slaughtered at the Armour plant in Spokane. The Northern Pacific is carrying the meat in refrigerator cars attached to the North Coast Limited, giving an 84-hour run into New York. The 18 cars represent 9,000 head of lambs.

"The cars are going through in fine shape," said W. H. Ude, general agent of the Northern Pacific recently. "There has been a lull in shipments for ten days, but two cars were sent out on September 15, and we expect shipments to pick up in the next few weeks."

"We have made a good start in this sort of shipment," said E. E. Flood, vice president of the Exchange National bank. "Next year the movement will reach much greater proportions. We expect it will continue right along through the fall and winter with the difference that mutton will be shipped in place of lambs. The experiment has proved a distinct success."

### STATEMENT BY R. A. BALCH OF THE WASHINGTON WOOL GROWERS ASSOCIATION

I can not say that anything has been saved the shippers by reason of slaughter here instead of at Eastern markets. This does not mean, however, that considerable money could not be saved to the shippers. I think it is rather established that lambs killed here today and shipped by express chilled in cars will reach Atlantic seaboard markets as soon or a little sooner than lambs killed in Chicago on the same day and shipped to the same markets in refrigerator cars by fast freight; that lambs can be transported from Spokane to Atlantic seaboard markets at about the same expense per pound if the cost of shipping the live lamb from here to Chicago is added to the cost of shipping the carcass from Chicago east; and that the carcass of the lambs slaughtered here is very much superior to the carcass of the lambs slaughtered in Chicago. It is also admitted that there will be some less shrinkage on the lambs slaughtered here and some less expense to the grower, but just how much it is difficult to say.

The movement of lambs slaughtered

here thus far has probably been at the expense of the grower because Armour & Company have not seen fit to buy lambs here at anything like a fair differential for cost of shipping to Chicago; that is to say, that they have refused to buy lambs here on the basis of the Chicago price less cost of shipping. What lambs they have bought they have bought so much under the Chicago price that the grower could have made considerable money by shipping them to Chicago. Of course, the unwillingness of Armour & Company to pay what lambs are worth here will make it impossible for them to ever do a large volume here. They have never made a bid on anything stopped and fed here on its way to Chicago that would interest the shipper in selling to them and, therefore, they are not doing anything to help make Spokane a sheep market. As enthusiastic as we all are for the development of the business here none of us can go so far as to wish to see the slaughtering of lambs here built up at the growers' expense altogether, nor do any of us approve of Armour's policy of refusing to buy anything except what can be bought well under its fair market price. If Armour & Company rely upon these practices to build this business, it never will assume very large proportions, nor will the prestige of Armour & Company grow in this community, nor can they be said to be doing anything but injury to this market. Of course, it is frequently urged that Armour & Company prefer to have the lambs slaughtered at their big plants in the East, but there is no force in this argument which appeals to us out here who are interested in building Spokane and the West and who do not relish seeing Eastern markets built and expanded at the expense of the West.

### FROM ARMOUR AND COMPANY

We are pleased to say that the entire shipment of lambs made from the Spokane plant to the Atlantic seaboard arrived in very good condition, but instead of it taking 84 hours in transit from Spokane to New York most of this stock has been available only for



the fifth morning delivery, which means approximately 96 to 100 hours in transit.

In regard to future developments, there is no doubt that lambs can be killed in the far Northwest and shipped by express to Eastern markets, but the extreme high transportation rate is a strong barrier to a big business. Our lambs killed at the Spokane plant have cost fully as high delivered Eastern markets as any stock that we have killed at the Missouri River markets or Chicago; in fact we have had some cases where our Spokane killing was higher. It looks to us as though the

future volume of business depends entirely on the cost of the dressed meat at selling destination. If lambs can be delivered to the far Eastern markets as cheap or for a little less money than stock killed further East the business will undoubtedly grow, otherwise it will not.

[Some other points of interest in this connection are discussed in "Lamb Slaughter and Transportation," contributed by Mr. James E. Poole, the veteran and widely known chronicler of Chicago's live stock and meat trade. Mr. Poole's article appears on this page.]

## Lamb Slaughter and Transportation

By James E. Poole

Fresh killed lamb is the unequivocal demand of the consumer, who is always the final arbiter. This demand accounts for a heavy movement of live lambs from Chicago to Eastern markets. All through September Eastern butchers were free competitors for the pick of the crop at Chicago, shipping their purchases into Atlantic seaboard territory and forcing the big packers to follow their trail. In a single week the Big Four was under the necessity of sending 25,000 live lambs to New York City to take care of their trade. A secondary reflection of this phase of the trade is the constant arrival at Chicago of "direct" lambs to packers from Western points as far as Denver, where the stuff was acquired on the open market.

"Why not kill these lambs in the West and ship to Eastern points dressed as a matter of economy," the head of the sheep department of one of the big concerns was asked.

"Two handicaps," he responded. "One is transportation expense, the other competition from small butchers who are always on the job in an effort to get our trade away from us.

"Lamb must be in the customer's hands within ten days after slaughter or go to the freezer," said this expert, "and the less we are under the necessity of freezing the better we are pleased. On the face of it the logical

policy would be to slaughter every animal possible at the nearest point to its origin. If this were practicable Spokane, Denver and other Western killing points would terminate the live movement but theory reaches a point where it must keep step with practice and while it is theoretically possible to kill the entire Western lamb crop at slaughter points west of the Missouri River, (such practice would be distinctly advantageous to the packer), so many factors enter into the distribution problem that what appears on its face to be logical procedure would not work out in the application process. There is a popular impression that the packer is averse to distribution of slaughter facilities; in other words, that the live-stock long-haul is to his advantage, whereas the reverse is the case, otherwise his conversion plants would still be concentrated at Chicago, Omaha and Kansas City, instead of distributed over an increasing area.

"Transportation is one of the principal problems with which the packer wrestled and not the least important phase is its cost. To ship a carload of dressed lamb from Spokane to New York, for instance, costs \$6.50 per hundred pounds, a charge that adds materially to the laid down cost of the meat at the Atlantic seaboard. This expense is necessitated by the fact that

express service is necessary when running dressed lamb such long distances, otherwise it would not reach its destination in condition for the market. We have been experimenting with Western lamb slaughter on an extensive scale, to find that the cost of express is in many instances prohibitive of profit, especially during the fall seasons, when a heavy run of native lambs is apt to materialize at Eastern markets while our Western dressed product is in transit. By paying \$6.50 per hundredweight from Spokane and similar points we can get delivery in New York within five days which gives us a good margin of time for disposal before the stuff begins to "fall down" when its logical destination is the freezer. Obviously we could not afford to pay for express service if the stuff had to go to the freezer on reaching New York, which has been necessary in several instances.

"But the distributor is up against another serious problem. Unlike beef, lamb is not usually shipped in full carloads. Outside New York and Philadelphia carlot business is rare. In practice we load out a carload of dressed meats to a branch house containing an assortment with possibly not more than twenty lamb carcasses. This distribution is directed from Chicago, Kansas City, Omaha or similar points, so that if lambs were dressed on a large scale at Western points it would be necessary to break bulk en route, for which no economical advantage can be claimed. We can dress lambs at Chicago or Omaha, ship the carcasses in mixed loads at regular charges and get the product to its destination in about the same time as if express charges were paid from the far West."

This expert suggested stimulation of consumptive demand as an effective method of increasing lamb slaughter in the West. "Sparse as the population of the mountain and plains country is, there is a potential capacity for consumption of twenty-five pounds of lamb and mutton where one is used now. We sell such a minute quantity of lamb in such markets as Spokane,

Salt Lake City or Denver that a solitary butcher could handle it. Scattered over the region between the Missouri River and the Pacific Coast are a hundred of more or less pretentious communities that eat large quantities of beef and pork but actually do not know what lamb is. Packers forward thousands of lambs from Denver to Chicago for slaughter, but Denver appears to have as much use for lamb and mutton as Billy Bryan for fluid extract of boozonia. The Western lamb raiser is actually dependent for an outlet for his product on a dozen Eastern cities, of which the nearest is Chicago and the three most important, New York, Philadelphia and Boston, anywhere from 2,000 to 2,500 miles from where the live animal starts to market. Packers are making every possible effort to stimulate lamb consumption in the Mississippi Valley and as it develops, we will be able to increase our slaughter in the far West, but as long as the great bulk of the product must traverse long distances to reach the consumer and express charges remain at the present level Western slaughter will be handicapped.

"As a general principle slaughtering must be done within five days' transportation at regular rates to the final market, giving the distributor five days for its disposal. Every pound of lamb consumed in territory west of Chicago will make increased Western slaughter possible to the advantage of the producer. The campaign to increase consumption is a slow affair. One meat market in a New England town will distribute more lamb in twenty-four hours than a Mississippi Valley city of 90,000, such as Springfield, Ill., in a week. Last week our house sold just six carcasses of lamb at the Illinois capital, although we have been endeavoring to push it for several years past. If half the communities west of the Mississippi River consumed as much lamb per capita as those of Connecticut, Massachusetts and New York, half the fat lambs that now come out of the Western breeding ground could be advantageously killed within a few

hundred miles of the point of origin. Increasing Western lamb slaughter, therefore, resolves itself into increase of Western consumption."

Investigation of lamb distribution proves conclusively that the element using that meat consistently demands the fresh dressed article. Many Eastern communities will not even handle Chicago or Omaha dressed lamb, a fact local butchers have taken advantage of by sending the fresh killed article, forcing the big packers to compete on the same basis. This fresh killed meat realizes \$2 to \$3 per hundredweight more than Western dressed stuff and always gets preference.

Appearance is the factor of primary importance in selling lamb and ten days after dressing it will not "stand up," to use trade vernacular. More disputes develop between wholesalers and retailers over the condition of lamb than other meats, increasing the hazard incidental to its handling. Beef may hang on the "cold rail" at the branch house indefinitely, but the moment lamb is "hung" the branch house manager is anxious to get it off his hands. The extent to which good Western lambs are bought at Chicago for shipment on the hoof to Eastern points, mainly, Philadelphia and New York, is indicated by the fact that one commission house frequently buys more on a single session for that outlet than the total purchase of either of the Big Four, this trade being responsible for a substantial premium on such stock as is suited to it, as the average Eastern butcher demands quality and condition in combination. Without such competition it would be a packer market with all that the term implies, the recognized policy of the packer being to buy everything at one price.

Evidently such economy as is possible by slaughtering Western lambs close to the point of origin or production can be best secured by increasing consumption within an area of a few hundred miles of Western slaughter points. The West is a beef-eating community, a habit that should and could be corrected, not to the extent of beef exclusion, but by increasing the lamb

proportion of the ration. Every lamb carcass consumed west of the Mississippi River would work economical advantage to the Western grower, whose real handicap at present is remoteness from his customers, for in the finality of the thing it usually is the producer who bears cost of transportation to the market, especially when a surplus of the commodity exists, which is invariably the case during the period of Western lamb gathering.

In one sense refusal of Eastern lamb eaters to consider stale meat as desirable is distinctly to the advantage of the domestic producer as it amounts to practical exclusion of foreign frozen article, which was amply demonstrated recently when a determined effort was made to create an outlet for part of the New Zealand accumulation. The great majority of American lamb and mutton consumers demand fresh dressed meat and are willing to pay a premium for it.

## TWO SPANISH BOYS AND AN IDAHO BEAR

That bear are predatory and dangerous to human beings has been proved conclusively to two Spanish boys employed by Carlisle Smith, who were attending to his sheep on the North Fork of the Boise River. Smith had two bands, camped about two miles apart. A bear had been troubling the upper band and the two dogs with the herder got after it. After chasing it away from the sheep, the herder returned to camp but the dogs, contrary to the usual experience of dogs with bear, continued to follow and harass the beast down the river bottom until it reached the lower camp, where the camp tender, Gabiola by name, and his herder were eating dinner. Hearing the noise of the dogs, both men went to investigate the disturbance, Gabiola meeting the bear close up, just as it left the willows. He sprang back, but tripped and fell on his back. The bear jumped on top of him. Guarding his face as well as he could with his bare hands, Gabiola fought back as best he could, but the bear with a sweep of his paw pinned one arm to the ground, and

seized the hand in his mouth and terribly mashed it. The herder in the meantime joined the fray and having found a good stout club handy, hit the bear across the eyes a stunning blow, partially blinding him—at least that is Gabiola's opinion—as after that the beast seemed to have little sense of direction.

The dogs also were at grips with bruin. It became a "free-for-all" between the bear, the men and dogs. Down the river bottom they went, Gabiola with his left hand crushed and thumb practically bitten off, now carrying the fight to the bear, smashing in with his right with rocks which were quite plentiful along the stream. They got him after as wicked a rough and tumble fight as herders ever get into, but Gabiola has a mutilated hand minus a thumb to show for it. He has been two weeks in the hospital. Yet our game department expects a \$5 license to be paid by alien herders before they can carry a rifle for their own protection and for the protection of the flock in their charge.

Hugh Sproat.

### **SHEEP BUSINESS IMPROVING IN CALIFORNIA**

We exhibited Monarch 98869 at the California State Fair on our way home from the Salt Lake sale. Our sheepmen were very highly pleased with his type, conformation and fleece. His fleece, which was two weeks over a year's growth, weighed 34 pounds.

The sheep business is gradually getting stronger in this state. The feeder lambs started coming out of the mountains at the middle of September and were in good demand.

Some seven months' wool has been sold at 16 cents and one 12-month fine clip brought 22 cents.

Bullard Bros.

Woodland, California

### **DEVELOPING WESTERN FATTENING OF LIVE STOCK**

High freight rates have produced a condition in Western states that prom-

ises to be a permanent gain. The inability to ship hay has stimulated home feeding undertakings. This has been further promoted in Idaho and Utah by the quarantine placed upon hay from those states because of alfalfa weevil.

The need of a home market for farm crops brings back the question of the interdependence of Western farmers and stock raisers. The farmer needs to dispose of his crops by feeding live stock and the stockman has much to gain by home fattening and keeping his stock out of the markets until finished when it is possible to do so.

Agricultural officials in Utah County, aided by the State Department of Agriculture, have been promoting plans for local feeding. Methods of circumventing the need of loans for hay owners who are anxious to feed live stock have been worked out in part by co-operative agreements under which the stock owners retains his ownership and gives the farmer a share in the proceeds of the finished cattle or lambs. This plan, which is the result of study and calculation by the animal husbandry extension office of the Agricultural College proposes that the final home sale price shall be divided between the owner and the feeder according to the following plan:

#### **Feeding Steers**

In Feed Lot.	Owner.	Feeder.
60 days.....	67 per cent	33 per cent
80 days.....	62 per cent	38 per cent
100 days.....	58 per cent	42 per cent
120 days.....	55 per cent	50 per cent
140 days.....	50 per cent	50 per cent

#### **Feeding Lambs**

In Feed Lot.	Owner.	Feeder.
40 days.....	66 per cent	34 per cent
60 days.....	62 per cent	38 per cent
80 days.....	60 per cent	40 per cent
100 days.....	58 per cent	42 per cent
120 days.....	55 per cent	45 per cent
140 days.....	50 per cent	50 per cent

The expense of delivery, taxes and losses is to be borne by the two parties in the same proportion as applies in the division of the final proceeds. Additional clauses of the contract protect the stock-owner against possibility of gross neglect by the feeder.

The range states have much to gain

through home fattening of lambs and of old ewes and cows. The present is a most favorable time for strengthening and increasing this business. The farmer and the stockman need each other.

### **SORRY HE SOLD BEFORE REACHING MARKET**

C. W. Hess of Idaho asks the Wool Grower to warn shippers against selling their sheep before reaching the market. Those offering to buy at the feeding stations are in a position to follow the markets more closely than can the sheepman and they usually bet on a sure thing.

During the market slumps in September some shipments were bought at over a dollar per head below their value on the lowest spot in the market.

While feeding at Laramie, Mr. Hess was offered \$3.50 per head for 770 black-faced lambs. Another speculator offered \$4.40 and the third got them for \$5 and the original owner's expenses for going on to see them sold at Omaha. On reaching Omaha on September 13th the lambs brought \$9.75 per hundredweight, making a profit of \$876 for the speculator and a loss of that amount to the man who worked on the range all winter and lost confidence just before reaching the market.

### **WOOL GROWERS OPPOSE PARK EXTENSION**

Opposition to the annexation of the Diamond Lake area to Crater Lake National Park, on the ground that it would create a refuge for predatory animals and would deprive stockmen of much valuable land for grazing, was expressed in resolutions adopted by the Klamath County Wool Growers Association. Copies of the resolution were mailed to the state delegation in Congress and to secretaries of the Interior and Agriculture. Civic organizations of Bend and Roseburg were commended for their attitude against annexation.



### THE IDAHO DRIVE ON PREDATORY ANIMALS

Growers are complaining of heavy losses on the summer range this season. Predatory animals, especially coyotes, are more numerous than usual. This is due in a large measure to the decline in trapping caused by the lower prices for furs. The bounty system is a total failure, except where some of the larger varmints can be caught. One trapper turned in seventeen cougars for bounties of \$50 per head. As these animals probably never saw any of our domestic live stock, having been caught in the inaccessible country north of the Salmon River, stockmen demur at being taxed to protect the game without some return from the game department in exchange. The bounties are paid from taxes levied on live stock; sheep three mills, and half a mill on the valuation of horses, cattle and hogs.

An extensive poisoning campaign is under consideration by growers, in their various localities, and the Biological Survey. This department of the Federal government is seriously handicapped in its work in Idaho by lack of funds, the larger allotments going to the states co-operating with the Survey. Unfortunately, Idaho has no funds for co-operative purposes, being committed to the obsolete bounty system, and whatever assistance is given the government hunters will fall as an additional expense on the stockmen, as the bounty levies still have to be met.

The proposed plan is for all the growers in the different sections to provide bait for the use of the hunters. Horse feed will also be required. And in cases where the roads of the district are not passable for automobiles, personal assistance in getting from place to place by the growers themselves will be appreciated. There is a tremendous amount of territory to cover and few men to do it. It has been found from experience that poisoning is no hit and miss affair, but almost an art. The promiscuous use of poison cannot be tolerated and the officials in

charge have decided to allow no poison to go out from their supervision. It must be handled by their own men.

The writer, in his official position with the Idaho Wool Growers Association, requests the growers in the different localities to organize for this poisoning campaign. It will begin as soon as the sheep leave the forests, but it will be quite impossible to cover all the higher ranges due to the difficulty in reaching some of the almost inaccessible territory. However, some poisoning will be done behind the sheep, the Forest Rangers assisting in this work.

It is intended to begin the main drive against the coyote towards the end of November and keep it up during December and January. Plans are being made to cover the spring and winter range from the Oregon line to the upper Snake River. The growers from Weiser, Caldwell, Emmett, Boise, Mountain Home and towns east should organize to provide the necessary baits for their ranges and assist in the placing on the ground. Old horses should be picked up and held in readiness, as no bait beats horse flesh. Old gummer ewes will do, but larger baits are better.

The time spent in this work will be well spent. Where work of this kind was done last year, most satisfactory results were obtained. The number of coyotes killed was astonishing, and only the known habit of the varmint to cover large areas, kept those areas from being clean during practically the whole summer. It is hoped that there will be but little territory from which there will be any coyotes to come, after the completion of the poisoning operations. If we do not keep right after this work we will lose the benefit of the good work already done. Getting rid of coyotes now can be done without cash outlay and is the one means we have at hand of increasing our 1922 income without needing to consult our bankers.

Write L. J. Goldman, Biological Survey, Boise, and offer your assistance to help clean up the coyote in Idaho.

Hugh. Sproat.

### COYOTES BAD IN EASTERN WYOMING

There are very few sheep in this neighborhood. Three or four years ago we numbered from 2,000 to 6,000 head. About ten years ago eight ranchers started out in the sheep business on the pasture scale, but nearly all of them quit on account of the coyotes, and I myself have felt very much discouraged at times.

The first two or three years the coyotes would not go over the woven-wire fences. We do not have a coyote bounty in this state, but I guess it is better to have the coyotes to kill off the birds so the grasshoppers can take the crops, as they did last year in many places.

Feed is cheap enough, considering the small crop grown this year; there seems to be a great deal on hand from last year, and the number of live stock is much smaller. I believe the men, who stay with their sheep will come out all right. I received 18 cents a pound for my wool at Belle Fourche, South Dakota, which was the highest price paid up to that date.

Herman C. Knoff.

Aladdin, Wyoming.

### WAGES IN NEVADA

We have had a splendid season so far as range conditions are concerned. Sheep are all in good shape and lambs, fat. However, prices have been very poor, when one considers the wages paid and other expenses. We had been paying herders \$70 per month until September 1, when we cut to \$60, and in my opinion, they should be reduced to \$45 or \$50 on October 1, but it seems difficult to line up the sheepmen to these figures.

There have been no sales of ewes in this section, so far as I know, nor of ewe lambs. It seems to me imperative that we sheepmen should hang together and cut wages and reduce all other expenses in accordance with prices received, or we shall all hang separately in the course of a few months.

R. B. Stewart.

LaMoille, Nevada.

## THE NEXT SIX YEARS IN THE WOOL TRADE

In these unsettled days it is rather difficult to plan a definite course of action. Business conditions are anything but satisfactory and the outlook for the immediate future is not very encouraging. The world has been terribly upset and it will take time for general readjustments to effect a return of fairly normal conditions. No one knows just how much time it will take but the country's resources are too vast to permit a protracted period of depression such as that following the Civil war.

Certain reputable periodicals are publishing letters and articles to the general effect that the wool growers are doomed to irrevocable ruin. At best they are but the opinions of a few men who see little beyond the conditions prevailing for the current year. In reality many conditions point very favorably toward an era of profitable operations within a comparatively short period.

A study of wool statistics for a period of eighteen years indicates, to me, a condition very favorable to the wool-growers. This is based on the data shown in the accompanying table:

RECAPITULATION OF PRODUCTION, IMPORTS, AND CONSUMPTION OF WOOL IN THE U. S. FROM 1903 TO 1920 INCLUSIVE.*									
Period	U. S. Production	U. S. Production Retained for Domestic Consumption	Imports Retained for Domestic Consumption	U. S. Total Consumption	Amount of Consumption Above Production	Av. Yearly Production	Av. Yearly Consumption	Av. Yearly Consumption Above Production	
1903-1908—6 years	1,805,069,671	1,803,517,272	1,108,872,725	2,912,389,997	1,129,320,326	297,178,278	485,398,333	188,220,055	
1909-1914—6 years	1,858,412,099	1,857,250,384	1,281,261,654	3,138,512,038	1,280,088,939	309,735,349	523,045,339	213,309,990	
1915-1920—6 years	1,637,623,000	1,614,467,960	2,416,599,067	4,031,067,027	2,393,444,027	272,937,166	671,844,504	398,907,338	
Totals—18 years	5,301,104,770	5,275,235,616	4,806,733,446	10,081,969,062	4,802,864,292				
Yearly average	294,505,820	293,068,645	267,040,747	560,109,393	266,825,794	293,283,598	560,109,393	266,825,795	
Year 1920	259,307,000	252,416,331	412,316,597	664,732,928	405,425,928	259,307,000	664,732,928	405,425,928	

\*Figures taken from reports of U. S. Department of Agriculture and National Association of Wool Manufacturers.

My own conclusions, which you may or may not corroborate, are about as follows: The world's consumption of raw materials varies little from year to year—either it is a gradual increase or decrease, depending almost entirely upon supply, or rather, the conditions stimulating supply. The world has been using more than two and a half billion pounds of wool annually. It will continue to use this amount or more until increased cost of production puts the price to a point where the law of economics will effect a curtailment of consumption.

Australia and South America, the two largest wool producers, raise less than one-third of the world's supply of wool. There is no other country that will be able to produce wool in any considerable quantity for many years. Wool production in the United States, third in point of quantity produced, has decreased steadily since 1909, at the rate of 6,250,000 pounds per year. In 1909 the United States reached its highest point of wool production, the amount being 328,000,000 pounds. In 1920 production had fallen to 259,000,000 pounds. During this period and for an even longer time, consumption of wool in the United States has steadily increased. Wool consumption for the year 1920 was greater than any normal year or the average of any period of normal years since 1903, and it almost reached the amount consumed during the years directly affected by the war. In 1920 we find that production was 259,000,000 pounds over an eighteen-year period, and consumption amounted to 664,000,000 pounds against an average consumption of 560,000,000 pounds for the same period of eighteen years.

Where will the next six-year period take us? Increase in production is not probable. The decrease in production

lower than it can profitably be produced at home?

It is not logical to think that it can, for it is an economic fact that increase of consumption accompanied by decrease of production inevitably causes rising prices, and that is just the condition the country is in now. Australia and South America are not capable of raising the world's normal yearly consumption of wool at a price that spells ruin for American woolgrowers.

The steady decrease in wool production in the United States is not due to a prolonged period of unprofitable operations on the part of the grower. In 1915, when approximately 286,000,000 pounds of wool was produced in the United States, the average price was 18 cents per pound to the producer. Five years later production had fallen to 259,000,000 pounds, while the producer had been receiving 23, 31, 58, 55, and 53 cents per pound. Cost of production was higher in 1920, of course, but how about this year and next and the next as compared with 1915 or any other year before the abnormal conditions brought about by the war?

The present depression is due chiefly to the fact that at the present time there is a considerable quantity of wool in storage, both in the United

States and abroad, but in view of the fact that wool consumption in the United States is getting so far ahead of production, the wool now in storage can have no lasting effect upon American wool prices. Production costs will be lower than they were in 1920, and prices will find a level that will yield a profit to the producer.

Would it not be the part of wisdom for the wool grower to prepare now to reap to the greatest extent the benefit of the prosperous years that are sure to come?

K. L. Andrew.

Honolulu, T. H.

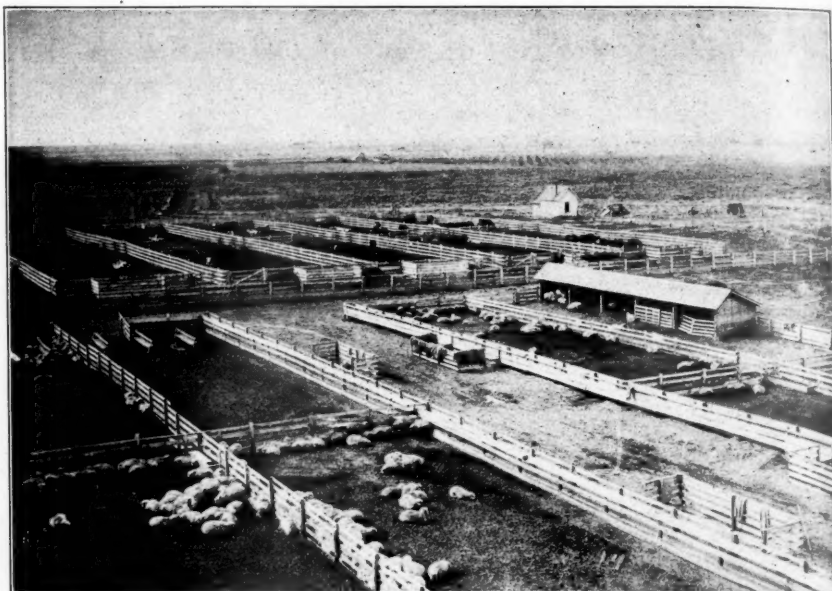
## DOES IT PAY TO CUT OR GRIND ALFALFA HAY FOR FATTEN- ING LAMBS?

Last winter's lamb feeding at the University of Idaho sub-station at Caldwell was undertaken for two purposes; first to dispose of the feed crops on the station farm; second to supplement the results secured in feeding range cattle by like experiments with Western grown feeds fed to range lambs.

With this in view, 488 head of range lambs were secured from the Columbia Basin Wool Warehouse Company from stock owned and ranged in Owyhee County. These were of a good feeder type, the result of one cross of registered Hampshire bucks on the cross-bred ewes of the range. They were received and weighed up on the ranch of the Garrity Brothers near Homedale on October 30, 1920, and kept on pasture for thirty days, after which they were put on feed and weighed up for the beginning of the experiment. For twenty-seven days no silage nor grain was fed, although cut hay, alfalfa meal and meal and syrup were fed from the start.

All of the hay was first class with the possible exception of a part of the meal fed to lots Nos. 3 and 6. This was ordered by telephone with the instructions that it was to be first class. Although it was ordered and paid for on that basis, the ideas of the mill owners and the station feeders as to what constitutes a first class feeding hay differ. A part of this hay, received in the middle of the feeding experiment, was somewhat coarse and discolored and was the result either of a serious mistake on the part of one of the shippers or was a repetition of the almost obsolete idea of making a first class feed from inferior hay by the mere process of grinding.

The results are given in the accompanying table. The prices given as the cost of 100 pounds gain are of the feed cost only and are based on the prices of the feeds at the station farm with the exception of the alfalfa meal



Feed Yards at the Branch Experiment Station at Caldwell, Idaho.

for which there was paid an average of \$19 per ton, f. o. b. Nampa, and the meal and syrup for which the average price was \$26 per ton, f. o. b. Burley. The cost results do not include the freight and the expenses of hauling to the station farm, four miles from the freight station at Caldwell. All other feeds are calculated at the price prevailing in the vicinity of Caldwell, as follows:

Whole alfalfa hay, per ton.....	\$8.00
Cut alfalfa hay, per ton.....	10.50
Barley, whole, per cwt.....	1.60
Corn silage, per ton.....	6.00
Alfalfa meal, per ton.....	19.00
Alfalfa meal and syrup, per ton.....	26.00

It is needless to state that the lambs were fed at a loss. While on pasture twenty head were lost from bloat, coyotes and dogs. Two died of bloat while becoming accustomed to the alfalfa and one became blind. The original cost of the 488 lambs at 10 cents a pound

on October 30, was \$2,854.80. The selling price of the 465 lambs in Portland at \$8.25 per hundredweight on March 21, was \$3,327.22.

[The lowest cost gains were made from long alfalfa hay and the lots fed alfalfa meal made more expensive gains than those fed cut hay. The report does not show the relative values of the finished lambs, but of those fed only barley in addition to hay the long hay lot gained 7 pounds per head more than the cut hay lot and at 2.8 cents less per pound; so that the feeding of long hay was most economical, both from the standpoint of feed cost and value of the finished lamb.

When silage was added as in lots 4, 5 and 6, the long hay lot still leads in amount of gain and cost of gain. In this case the alfalfa meal produced more gain than cut hay but a greater cost of 3.6 cents per pound of gain.

It will be noted, however, that the cutting of the hay as charged is \$2.50 per ton and for grinding \$11 per ton. Where cutting or grinding are done for less than these figures the result might be changed. We assume that each lot was charged with the amount of waste hay as shown in the total.—Editor.]

### 100-DAY LAMB FEEDING EXPERIMENT—465 LAMBS

	Lot 1 67 Lambs	Lot 2 66 Lambs	Lot 3 66 Lambs	Lot 4 67 Lambs	Lot 5 67 Lambs	Lot 6 67 Lambs	Lot 7 65 Lambs
	L. Hay	Cut Hay	Alf. Meal	L. Hay	Cut Hay	Alf. Meal	Alf. Meal
Av. Initial Wt. ....	Barley	Barley	Barley	Barley	Barley	Barley	Barley
Av. Total Gain .....	68.27	71.40	69.45	68.94	70.31	69.03	70.43
Av. Final Wt. ....	29.79	22.11	25.18	29.70	23.80	26.83	30.52
Silage—73 Days .....	98.06	93.51	94.63	98.64	94.11	95.87	100.95
Feed for 100 lbs. gain—							
Alfalfa Hay .....	1,399.8	1,475.8	1,258.1	1,267.4	1,428.5	1,204.3	1,090.4
Silage .....				86.2	110.6	95.4	
Barley .....	119.8	163.9	143.9	120.2	150.0	133.1	120.6
Waste Hay .....	5,011	3,344	446	3,845	4,228	169	688
Cost of 100 pounds gain ..	\$ 7.51	\$10.37	\$14.25	\$ 7.25	\$10.23	\$13.86	\$16.10



## WHAT WOOL GROWERS CAN LEARN FROM THE CALIFORNIA FRUIT GROWERS

By James C. Knollin, Editor of Orchard and Farm, published at Los Angeles, California.

What can the wool growers learn from the experience of the California fruit growers—first and foremost exponents of co-operative marketing?

After nearly four years of close contact with agricultural organizations in the Golden State, and more especially with the fruit growers' associations, the writer begs leave to call the attention of the sheepmen (towards whom he also has a feeling of kinship) to some of the accomplishments and mistakes he has observed.

In the first place, the California producers learned through bitter experience that the worst enemy of co-operation is dissatisfaction within the ranks. For this reason, practically all of the successful associations now require their members to sign iron-clad contracts or agreements, most of which extend over a period of several years.

Some of these agreements are so "tight" that the associations have been awarded damages in high courts for violation of them by disgruntled members who tried to "bolt." And those associations that carry year-to-year agreements have to go through the same procedure every season; namely, a vigorous campaign for membership, with stertorian-voiced speakers, publicity, advertising, individual calls by association "salesmen" and more or less strong-arm methods to secure the necessary number of signatures "on the dotted line."

This is because the "Independents" are always at work, taking advantage of every market fluctuation to break up the ranks of the co-operatives. The past year, however, has been a good test of the strength of the idea, and in spite of a heavy carry-over of crops held in storage, demoralized markets and slow returns, the growers have "stuck together" and upheld their or-

ganizations. Five years ago a period of depression such as we have just passed through would have put most of the growers' associations out of business. But those who have seen raisins a drug on the market with discouraged vineyard owners ready to uproot their vines, while dealers, brokers and middlemen waxed fat; those who have seen these same vineyards develop into wealth-producing properties, bringing prosperity to entire counties; those who have seen the raisin-growers literally pull themselves up by their boot-straps from despondency and financial ruin to opulence, agree that the co-operative idea has worked.

Yet, strangely enough, the raisin growers appear to have made more mistakes than most of the other organizations. Only recently they were indicted by the Federal government for alleged monopoly and price-fixing, and for operating as a profit-making corporation. The trouble was patched up and the form of organization changed to the "non-profit" type now generally accepted, but there are many leaders among the California farmers who believe that the principle of price-fixing is wrong.

Among these is G. Harold Powell, one of the leading lights of the California Fruit Growers Exchange, which handles probably two-thirds of the citrus (orange, lemon and grapefruit) crops of the state. Mr. Powell has stated that he believes the co-operative organization should concern itself more with efficient handling and marketing, and the creation of a larger demand through advertising and salesmanship.

It is by increasing demand, in fact, that most of the organizations now expect to keep up with their ever-increasing production. But while this is the attitude towards the consumer, the ideal organization works also with the producer (its member) to aid him in reducing costs of production and marketing and in eliminating unnecessary middlemen.

One of the associations now owns its own timber land and box-shook

factory, while most of them own or control the fruit packing houses.

The Fruit Growers Exchange has a supply company which saves much money on the purchase of fertilizers, machinery and other supplies. But on the whole, the tendency has been to stay out of the purchasing end, and give most of the attention to selling.

One fact, encouraging to the wool growers, is that the most successful marketing organizations are those made up of a large number of local units. The present form of organization of the National Wool Growers Association therefore, is in line with the best system so far developed. However, the analogy is not exactly correct, for the units are more scattered in the case of the wool growers, while the individual members are even less concentrated. Therefore, the wool growers naturally must apply the lessons they may learn from the fruit men, in such manner as to fit their own conditions and with such reservations or improvements as will best serve the members' needs.

But one fact seems to remain outstanding; it is only when an organization concerns itself directly and principally with marketing its products that it becomes of greatest and most permanent value to its members. And to become a marketing factor, it must control more than half the crop. If the National Wool Growers Association, therefore, is going to emulate the fruit organizations in this respect, it must conduct a great membership campaign on a long-time basis, increasing its dues if necessary to create the necessary organization, and then stick together. Each member should be required to sign an iron-bound agreement, and the products should be pooled. Local pools of wool, for example, should be moved under the jurisdiction of a marketing committee for the common good.

And as for the live mutton crop, the association already is on the right track with the Wool Growers Commission Company, which may be likened to the California organizations when it fin-

ally controls enough of the crop to regulate supply so as to avoid market gluts. Then, with the national office conducting a vigorous campaign of advertising, education and "propaganda," a growing demand for mutton might be created which would result always in absorption of the supply. In the case of the wool, however, different methods would have to be followed.

The system of dues at present in effect might be supplanted with an assessment "per head" or "per pound," to emulate the "per box" charge by which marketing expenses are met among the fruit growers. Of course the educational, legislative and other work already under way should remain an important part of the program. But the marketing organization, in the case of every California association, at least, has become the most important factor.

These are just a few random thoughts, to which the writer hopes to add upon another occasion.

[The Wool Grower would like to hear from sheepmen about their ideas and suggestions along this line. Questions will be answered by persons qualified and experienced in matters of marketing and organization. Our association must either advance or take a back seat. Let us confer and discuss through the Wool Grower and plan wisely for vigorous action.—Editor.]

#### LOCAL COMMITTEES OF WAR FINANCE CORPORATION

The accompanying list shows the make up of committees organized by the War Finance Corporation to receive and pass upon applications for loans from the banks and companies of their respective general localities.

President Hagenbarth was unable to accept appointment on the Salt Lake committee because of the necessity of being in Washington to represent the association before the Senate Finance Committee during the hearings on the wool tariff.

#### Headquarters at Denver

Albert A. Reed, chairman—Denver, Colo.

W. B. Morrison—Denver, Colo.

D. T. Stone—Grand Junction, Colo.

Geo. F. Trotter, Pueblo, Colo.

Lou D. Sweet—Denver, Colo.

#### Headquarters at Helena

T. A. Marlow, chairman—Helena, Mont.

R. O. Kaufman—Helena, Mont.

A. C. Johnson—Helena, Mont.

Lee M. Ford—Great Falls, Mont.

R. J. Covert—Billings, Mont.

#### Headquarters at Omaha

F. W. Thomas, chairman—Omaha, Nebr.

A. W. Pratt—Omaha, Nebr.

Carl Weil—Lincoln, Nebr.

C. H. Randall—Randolph, Nebr.

R. P. Morsman—Omaha, Nebr.

#### Headquarters at Portland

Edward Cookingham, chairman—Portland, Ore.

Chas. Stewart—Portland, Ore.

E. R. Corbett—Portland, Ore.

F. L. Meyers—La Grande, Ore.

Wm. S. Walton—Salem, Ore.

#### Headquarters at Cheyenne

George R. Abbott, chairman—Cheyenne, Wyo.

A. H. Marble—Cheyenne, Wyo.

John W. Hay—Cheyenne, Wyo.

George W. Perry—Sheridan, Wyo.

B. B. Brooks—Casper, Wyo.

#### Headquarters at Spokane

R. L. Rutter, chairman—Spokane, Wash.

J. K. McCormack—Spokane, Wash.

J. W. Spangler—Seattle, Wash.

S. M. Jackson, Tacoma, Wash.

W. D. Vincent—Spokane, Wash.

A. E. Clarke—Lewiston, Idaho.

#### Headquarters at Ft. Worth

Marion Sansom, chairman—Ft. Worth, Tex.

W. L. Smallwood—Ft. Worth, Tex.

Judge W. F. Ramsey—Dallas, Tex.

Lee Baldwin—Socorro, N. M.

E. A. Cahoon, Roswell, N. M.

Geo. D. Campbell—San Antonio, Tex.

C. L. Ezell—El Paso, Tex.

#### Headquarters at Los Angeles

H. M. Robinson, chairman—Los Angeles, Calif.

Chas. H. Toll—Los Angeles, Calif.  
Willard J. Doran—Los Angeles, Calif.

Leroy Holt—El Centro, Calif.

R. D. McCook—San Bernardino, Calif.

H. J. McClung—Phoenix, Ariz.

M. I. Powers—Flagstaff, Ariz.

#### Headquarters at San Francisco

Herbert Fleishhacker, chairman—San Francisco, Calif.

Ralph Merritt—Berkeley, Calif.

O. J. Woodward, Fresno, Calif.

Fred W. Kiesel, Sacramento, Calif.

#### Headquarters at Kansas City

L. C. Smith, chairman—Kansas City, Mo.

H. T. Abernathy—Kansas City, Mo.

Geo. S. Hovey—Kansas City, Mo.

P. W. Goebel—Kansas City, Kan.

Pet Nation—Hutchinson, Kan.

F. C. Newman—Emporia, Kan.

#### Headquarters at St. Louis

A. O. Wilson, chairman—St. Louis, Mo.

W. L. Hemingway, St. Louis, Mo.

E. C. Stuart, St. Louis, Mo.

E. J. Deal, Cape Girardeau, Mo.

W. C. Gordon—Marshall, Mo.

John T. Aven, Springfield, Mo.

#### Headquarters at Salt Lake City

E. O. Howard—Salt Lake City, Utah.

C. S. Burton—Salt Lake City, Utah.

J. T. Farrar—Provo, Utah.

J. E. Cosgrove—Salt Lake City.

John Thomas—Gooding, Ida.

Crawford Moore—Boise, Ida.

E. M. Kennedy, Blackfoot, Ida.

The following statement, issued on October 6, by the chairman of the Salt Lake committee, outlines the plan of procedure:

The committee comprising the Agricultural Loan Agency of the War Finance Corporation for the district of Utah and Idaho has completed its organization and established offices at No. 300 McCormick Building, Salt Lake City, Utah.

The committee consists of E. O. Howard, chairman; C. S. Burton, vice chairman; J. E. Cosgriff, J. T. Farrar, of Provo, Utah, and John Thomas of Gooding, Idaho.

G. A. Marr has been appointed secretary of the committee and all communications should be addressed to him at the office of the committee.

In view of an apparent misunderstanding as to the functions of the committee, attention is called to the fact that the committee is organized for the purpose of receiving and acting upon applications for loans under the provisions of section 24 of the War Finance Corporation Act. Under

this section loans may be made to banks, trust companies and other responsible financing institutions, including live stock loan companies incorporated under the laws of the United States, or of any state, and which may have made advances for agricultural purposes, including the breeding, raising, fattening, and marketing of live stock, or may have discounted or rediscounted notes, drafts, bills of exchange or other negotiable instruments issued for such purposes. It does not provide for loans to individual borrowers. Loans are to be made upon the notes of such banks, trust companies or other financing institutions secured by endorsement, guaranty, pledge or otherwise, and are made for periods not exceeding one year, extensions of time of payment being in the discretion of the War Finance Corporation. No loans can be made to

any bank, trust company or other financing institution for an amount in excess of the amount theretofore loaned by such bank, trust company or financing institution for agricultural purposes and then remaining unpaid for it. No extension of time of payment may be for more than three years from the date of the original loan by the War Finance Corporation. Maturities of loans made by the War Finance Corporation may not exceed the maturity of the agricultural paper held by the bank, trust company or other financing institution applying for loan to the War Finance Corporation.

Forms of application and other information desired by banks, trust companies and other financing institutions may be procured upon application to the secretary of the committee.

## Later Markets Promise Strength—Packers Not Favorable to Entering Retail Trade

A healthy winter lamb market is in prospect. Some people in the trade, and they include killers, believe a ten-cent market is probable. Barring an occasional slump, due to temporary excess supply, the trade has been equal to a creditable summer performance. Not only has a heavy run been absorbed, but killers have been able to handle Western lambs by the hundred thousand that in recent years have gone to the country for finishing purposes, indicating that dressed mutton and lamb trade has a healthy undertone. It has never failed to respond promptly to every light run and no concealment is made of the fact that conversion and distribution has been profitable. Packers have made money on lamb, if not sheep, this season and the fact that scores of small butchers have been able to keep consistently in the trade speaks for itself.

Killers have naturally taken advantage of every period of excess supply, but one or two days of light receipts invariably find them scrambling for material to fill orders. If it has been necessary to freeze either lamb or mutton in considerable quantities the fact has not been advertised, the inference being that killers have been able to make a clearance right along.

Winter feeding will be on a much smaller scale than in recent years, both east and west of the Missouri River, which should insure remunerative prices, as the stuff went in cheap and

cost of making gains will be small. Usually a large number of Western lambs and yearlings go into the corn belt early in the season, but that movement did not materialize this year, consequently the November and December "come back" element, usually a demoralizing influence will be eliminated. The residue of the native crop invariably shows up about the time snow flies, but native lambs have been running freely since early in the season, consequently the trade does not look for the usual November gluts from that source.

Lamb consumption has undoubtedly been restricted by industrial depression and the general disposition to economize, but this trade has not been hit to the same extent as beef. Retailers have taxed, and are taxing the traffic all it will bear, a policy they will pursue indefinitely and for which neither producer nor consumer has the least prospect of redress. As a remedial measure embarking the packers in the retail business is highly chimerical as they have no intention of extending their activities in the sphere of distribution or getting in closer touch with consumers.

Subsequent to the recent Salt Lake meeting at which such a policy by the packers was urged the editor of the Butchers Advocate of New York, an organ of the retail interests, addressed a letter to the packers inquiring as to their intentions. Without exception

their replies have been emphatically to the effect that the present meat distribution policy will be continued. R. D. McManus, for Armour & Co., wrote: "There will be no change in Armour policy. We are not engaged in retailing meat except in a small way to our own employes, and have no intention of going into the retail business." E. A. Cudahy, Jr., wrote: "We have no intention of either owning or operating retail markets, as we have never been able to see that it would be fair to retailers, operate to our own benefit or result in any material benefit to producers. The retail butcher is doing a much fairer and better job than the general public, and especially the newspapers seem to understand or give him credit for." A. D. White, speaking for Swift, disclaimed "any present intention to enter the retail sphere," and Morris R. Shiselin, for Morris, made an identical statement. In every instance these packer answers laid stress on the fact that the consent decree in the Palmer case prohibited them from retailing.

This season there is no heavy stock of frozen lamb and mutton to paralyze the winter market, and that was undoubtedly largely responsible for what happened last winter. Excessive production of heavy lambs is also impossible; in fact, the trade will not be surprised if big lambs, by reason of scarcity, sell on a parity with featherweights, although, like heavy cattle, few can be used. If the winter supply can be fairly well distributed it should find a good market.

Low prices were probably uncovered on the mid-September break. The October and November markets will be determined by what the West has to unload, but during the last half of December the percentage of fat lambs coming from that quarter diminished rapidly. Packers will be able to use anything in decent flesh and a \$6@7 feeder market at Chicago should prompt Ohio, Michigan and Indiana to lay in a lot of stuff to convert cheap food into a marketable product. Once the fact is realized that low prices have



been registered, feeder demand is apt to come strong.

Native flocks have been depleted to such an extent that the 1922 run of lambs from that source will be light. This season's output of ewes has been small, while the market has been constantly filled with females that went to the country the two previous seasons and have been jettisoned by farmers disgusted with wool market actions and realizing that their system of farming renders the sow more desirable property than the ewe. The average farm flock is and always has been a disappointment and the latest effort to stimulate production of wool and mutton in the corn belt has been attended by no more satisfactory results than former campaigns of similar character. In its inception the West found a profitable market for surplus breeding stock, the sale of which proved a boomerang by producing a crop of lambs, mostly nondescripts and culls that lived up to their reputation as price smashers and market demoralizers. J. E. Poole.

### HOW TO WASH ALL-WOOL BLANKETS

The ordinary so-called "all-wool blanket" has a cotton warp. The genuine virgin wool blankets being sold by a number of organizations have wool warp. With warp and filling both made of wool there is greater liability of shrinkage in washing than when cotton is used. In warmth there is, of course, no real comparison.

The Illinois Agricultural Association which has distributed a large number of blankets made from Illinois wools attaches to each blanket the following printed directions for washing:

"This blanket is made from live 'virgin wool.' The difference between it and the blankets usually sold by stores is that the wool in it was clipped from live sheep, while the ordinary blankets which are offered for sale are made from 'pulled wool.' Pulled wool is a term to define wool pulled off the pelt after it has been removed from the sheep. There are also a great many blankets offered for sale which

have a cotton warp and a wool filling.

"There is no question that all-wool blankets are more desirable than cotton-wool blankets, but it is necessary that they be handled more carefully when washed.

"The nature of wool fibres is such that they will 'felt' or mat together unless they be washed carefully. There are three things which will cause a wool blanket to felt:

- (1) Heat.
- (2) Moisture.
- (3) Pressure.

"This suggests the keeping in mind of three 'don'ts' when washing blankets:

- (1) Don't have the water too hot.
- (2) Don't use too much soap.
- (3) Don't do too much hard rubbing.

"Use plenty of warm water for the suds. Note that this water should be warm, not hot; 70 or 80 degrees is hot enough. The soap used should contain very little alkali. Wash the blanket in at least two waters containing soap, and then rinse until the rinsing water shows the blanket to be free of soap. The water used in rinsing may be cold. Light rubbing may be necessary to remove the dirt, but hard rubbing should not be done."

### FEED HIGH IN CALIFORNIA

The lower end of San Joaquin Valley was exceedingly dry during this last season. Sheepmen suffered a great many losses in their lambing last spring. Most of them have gone up into the mountains in Kern, Tulare and Inyo Counties. The majority of them have not as yet returned, and those who have gotten back here with their sheep were compelled to lease alfalfa pastures at exorbitant figures, some of them paying as much as \$20 per acre and some of them buying alfalfa hay from \$8 to \$10 per ton in the stack. A great many of them have sold their lambs early in the season and a great many of the lambs were shipped East.

The wool here sold last spring from ten to twelve cents, and that is, as you know, very low. It has not paid their expenses, with the exorbitant prices for herders and feed. The wages for sheep herders are considerably less than last year. The rainy season in this part of the country should commence from the first to the middle of November, so, of course, between now and the time that we will have our rains is the crucial situation with our sheepmen, and particularly with those who will have to come out of the mountains now very shortly.

However, conditions generally speaking are clearing up a great deal and if we do have any season of rain this year, the sheepmen will have a good lambing and conditions will become very much better.

H. A. Jastro.  
Bakersfield, California.

### CONDITIONS IN NORTHERN MONTANA

The sheep business in Blaine County, Montana, at the present time is very quiet. There have been very few prospective buyers in the country, and I have only heard of two sales of sheep. One bunch of 3,000 high-class, two-year-old ewes sold at \$7 per head, and about 2,000 ewe lambs sold at 6½ cents a pound.

The stock is all in very good condition this fall, as the range was good all over, except in a few localities where the grasshoppers were thick. Hay can be bought from \$4 to \$5 in the stack.

There will be fewer sheep put on the market from this locality this year on account of the excessive freight rates.

The sheepmen are still paying their herders \$50 a month, and supplies are still high, even though we are not receiving better prices for our products. Most of the wool here was sold for about 20 cents a pound and only a few consignments were made.

John McLaren.  
Chinook, Montana.

### WHAT TO PAY FOR FEEDERS

The table accompanying this article is from Oregon Experiment Station bulletin No. 175. It shows the finished cost per hundred of lambs purchased at from \$7.50 to \$15 per hundredweight and with feed prices ranging from \$10 to \$20 for alfalfa and from \$30 to \$60 per ton for barley:

THE COST PER HUNDREDWEIGHT OF FINISHED LAMBS.				
When prices of feeder lambs per cwt. are—		\$ 7.50	\$10.00	\$12.50
When feeder prices are—				
			Cost of Finished Lambs	
Barley \$60 a ton; alfalfa \$20 a ton		\$11.49	\$13.30	\$15.10
Barley \$45 a ton; alfalfa \$15 a ton		9.99	11.80	13.60
Barley \$30 a ton; alfalfa \$10 a ton		8.49	10.30	12.10

These figures will repay careful study by everyone considering the fattening of lambs. The prices used are all on a somewhat higher basis than prevail at present, but the relation of margins between prices for feeders and fat lambs bears a constant relation to feed values. For instance, as shown in the table, when lambs are at

the highest price (\$15) and feed at lowest figures (alfalfa \$10 and barley \$30), the finished lamb costs \$13.91 or \$1.09 less than feeder cost and could be sold at the feeder price.

The highest margin is needed when lambs are low (\$7.50) and feed high, the cost of the gains being above the price of the feeders. In this case the table shows the need of a margin of

\$3.99, the difference between \$7.50 and \$11.49.

The amount of feed required and the gains made are considered to be the same as found to be true for three years' work with lambs fed in the open lot at the branch station at Union, Oregon.

### SHEEP AWARDS AT SPOKANE FAIR

With competition strongest on Hampshires and Rambouillets, the sheep show at the Interstate Fair at Spokane in September was representative of eight different breeds. Most of the exhibitors were from Oregon and were out on the full circuit of fall fairs and live-stock shows, but the University of Idaho and the Butterfield Live Stock Company were well up in the winnings, the latter taking most of the firsts on Rambouillets and the University making practically a clean sweep in the fat classes. The animals were judged by Robert Blasted of Filer, Idaho, president of the American Hampshire Association. The awards follow:

#### Hampshires

Ram, 2 years old or over—1st, Butterfield Live Stock Co., Weiser, Idaho; 2nd same; 3rd, J. G. S. Hubbard & Sons, Monroe, Ore. One year and under 2—1st, Hubbard; 2nd and 3rd, Butterfield. Lamb, under 1 year—1st, University of Idaho, Moscow; 2nd, Riches Bros., Silverton, Ore. Ewe, 2

years old or over—1st, Hubbard; 2nd and 3rd, Butterfield. One year old and under 2—1st and 3rd, Hubbard; 2nd, Butterfield. Under 1 year—1st, Butterfield; 3rd, University of Idaho.

Flock—1st, Hubbard; 2nd, Butterfield; 3rd, University of Idaho. Pen, 1st, Hubbard; 2nd, Butterfield; 3rd, Riches Bros. Champion ram, any age. Champion ewe, any age—1st, Hubbard.

#### Rambouillets

Ram, 2 years old or over—1st, Butterfield Live Stock Co., Weiser, Idaho; 2nd, same; 3rd, C. H. Craig, Lowden, Wash. One year and under 2—1st, Butterfield; 2nd, University of Idaho, Moscow; 3rd, Butterfield. Lamb, under 1 year—1st, University of Idaho; 2nd, Craig; 3rd, University of Idaho. Ewe, 2 years old or older, Butterfield, 1st, 2nd and 3rd. One year old and under 2—1st and 2nd, Butterfield; 3rd, University of Idaho. Under 1 year—1st and 2nd, Butterfield; 3rd, University of Idaho.

Flock—1st, Butterfield; 2nd, University of Idaho; 3rd, Craig. Pen—1st, Butterfield; 2nd, Craig. Champion ram and ewe, any age—Butterfield.

### Fat Sheep—Long Wool

Yearling wethers—Long wool, 1st, University of Idaho. Cross-bred—1st and 2nd, University of Idaho. Medium—1st, 2nd and 3rd, University of Idaho.

Wether lamb—Long wool, 1st, University of Idaho. Cross-bred—1st and 2nd, University of Idaho. Medium—1st, 2nd and 3rd, University of Idaho.

Best pen of 3 yearlings—1st and 2nd, University of Idaho. Best pen of 3 lambs—1st, University of Idaho. Best pen of 3 wether lambs—1st, University of Idaho; 2nd, Hastings. Champion pen and champion wether—1st, University of Idaho.

### GOOD SHEEP PRIZES OFFERED AT PORTLAND

Cash prizes totaling \$6,158 in the breeding classes of sheep, \$825 in the fat classes, and \$2,500 on Angora and milk goats, a grand total of \$9,483 in the sheep division, are offered by the exposition management and by various breed associations at the eleventh annual Pacific International Livestock Exposition, the official show of the National Woolgrowers' Association, to be held at Portland, November 5 to 12. The exposition offers \$500 each on Cotswolds, Hampshires, Shropshires, Dorsets, Oxfords, Southdowns, Lincolns, Rambouillets, Romneys and Cheviots, and the American Rambouillet Sheep Association leads the breed associations with \$300 in special prizes. Other specials by such associations are \$200 each on Oxfords and Hampshires, \$165 on Shropshires, \$100 each on Cotswolds and Lincolns, and \$93 on Romneys. On Angora goats the exposition offers \$1,000 and the Oregon Mohair Goat Association matches it. On milk goats \$500 is posted. Entries in the breeding classes close October 10 and in the fat classes October 20, and judging will be done the first three days of the week. O. M. Nelson, who was superintendent last year, will again act in that capacity.

# NATIONAL WOOL GROWER

Published Monthly by the National Wool Growers Association Company, (Inc.)

Published at 303 McCormick Bldg., Salt Lake City, Utah  
SUBSCRIPTION \$1.50 PER YEAR

Entered as Second Class Matter January, 1913,  
at the Postoffice at Salt Lake City, Utah.

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## EDITORIAL DISCUSSION

### Winter Prospects:

In most of the range territory the weather is still the sheepman's strongest ally. There are some dry places but they are not large areas. Winter range feed is assured and should the snows and storms undertake to make up for their absence last winter the feed to be purchased will come at reasonable figures. Some alfalfa hay has been bought by sheepmen at \$4 per ton in the stack. But the raising of money even for cheap feed is a different matter from what it was in the winter of 1919-20.

### The Banks:

The banks will, of course, be unwilling to see their collateral in danger of dying for want of a few cents worth of feed per head, but the ability to find funds to pay their clients' bills for feed is not easy. However, it looks as though it would be easier than it has been. The War Finance Corporation is ready to loan to banks up to the amount they have out on live stock or crops. The banks may use any securities they have as collateral but securities of some kind they must have and also confidence in the future of the business. Confidence is growing, though there are a few rain crows who still anticipate something worse than has already been experienced.

### Wool:

The mills are running strong on spring goods. The stores are showing more disposition to sell at the level of replacement values. Continued open weather is delaying buying, but merchants' stocks were low and the heavy-weight materials have been taken from the mills and clothing factories in good volume. Unemployed men will not buy winter suits, but most of those now idle bought suits when the middle class of people held back. The latter now needs garments and can, and will, buy them when the temperature drops.

Spinnners of knitting yarn have been giving strength to the wool market, particularly for three-eighths and good

quarter-blood grades. Available stocks of fine grades are lowering and this develops hope on the part of some manufacturers that something will happen to allow an interval of even a few days or hours for free wool when the emergency tariff expires at midnight on November 27. Such hopes are flimsy ones. There is no probability that a Congress that enacted an emergency tariff will betray those whom it was intended to benefit when the time arrives for the benefit to be shown.

### The Tariff:

The Wool Grower does not believe that Congress will wait until the last hour to vote an extension of the emergency tariff that will continue until the regular law is framed and takes effect. Senator Gooding and his associates from the agricultural sections appreciate the need and value of prompt action and have been promised co-operation from the chairman of the Ways and Means Committee of the House, in which branch action must be instituted.

Senator Penrose has notified the National Wool Growers Association that the Senate Finance Committee will re-open hearings on the Tariff Bill on November 1. Schedule 7, agricultural products (including meats) comes first and wools, which are listed as schedule 11, will come up later in the month.

Elimination of the 35 per cent ad valorem restriction will be insisted upon as well as an increase of the house rate of duty, which was placed at 25 cents per pound of clean wool.

### Lambs:

September receipts at the principal markets were 20 per cent below one year ago. From January to the last of September the runs at ten markets totaled 2 per cent above the corresponding part of 1920. The end of liquidation appears to have been reached and the depletion of flocks is now evidenced in lighter shipments. This should be increasingly apparent



through October and November and those feeders who secured their lambs early should be shown to have obtained the best values and also to have a lightly supplied market in which to dispose of their fat stock. Higher prices on fed stuff will help only a few range men, but make a different outlook for 1922 and encourage those who have been too busy or too occupied to realize that the tide has turned.

Lamb market prices have been characterized by steadiness more than by extreme figures. Breaks at the last of August and another during the week commencing September 19, were both checked and recovered from in the face of continued large runs. This unusual stability gives an entirely new degree of safety to Western growers who must ship when it is time to leave the summer range, no matter which way the market is going. The Wool Growers Commission Company is responsible for most of this stability. Handling around a third of the receipts and these all coming in large shipments from the West, it has acted to divert consignments to prevent gluts at one market while at others packers' employees are idle and expense piling up. Also excessive receipts early in the week have been headed off and lambs held at near-by feeding grounds to come in later, thereby effecting economy to the yards companies and to the packers who can, and do, aid in supporting prices as they could not do if asked or expected to buy a week's supply in two days:

#### Freights:

The 20 per cent reduction is in effect and means that the saving applies in full to shippers' incomes. The roads announced the reduction to be effective until December 31. There is, however, no probability of its being increased at that time. The administration at Washington has heard from the country about high freight rates. This does not mean that the carriers have come into politics. It does mean that their charges must be within reason and such as business can pay and continue to live. The Interstate Commerce Commission also realizes what must be done and real

conferences with traffic executives are going on. No sweeping reductions are being announced but concessions are being made here and there and more will come. Meantime tonnage is picking up and this, with lowered wages, is enabling the lines to make much improved statement of net earnings.

### THE WAR FINANCE CORPORATION

Despite some random criticism the War Finance Corporation is able and willing to help the live-stock business. In every community and in every business there are persons, and sometimes they are bankers, who seem bent upon realizing a deluge. Some people are naturally constituted that way. They thought Germany would win the war. They are a deadweight to be carried by their real constructive, conservative and progressive fellows.

Some of these calamity howlers who refuse to credit anything that is good and have no faith in anything but their own destructive predictions are now saying that the War Finance Corporation is only a pretense and that it can't be of any help anyway. Meantime the kind of men who have confidence in themselves, in their country and in their business are saving the day. They are not expecting to save all the victims of over loaning and poor management. There are still some who can't be saved, but the War Finance Corporation and the Stock Growers Finance Corporation offer means which are being utilized to carry the stockman who has worked on sound principles through the period of inability to meet obligations which he was compelled to incur.

The War Finance Corporation and the Stock Growers Finance Corporation are not, cannot, and should not be used as a means of donation of public moneys to private business. Neither the United States Treasury nor Eastern banks can or should put out capital without a reasonable certainty of its final return. Sheepmen, cattlemen, and farmers have argued, and rightly so, that their business is essential and sound but that they were victims of an

inadequate short-term plan of financing. That defect has been removed for the present by the establishment of these two corporations.

Nothing but confusion and dissatisfaction could have resulted if the corporations had attempted to loan direct to individuals. The individual is wholly tied up with his home banker. For a government or semi-government corporation to have stepped in between them would have been unfair to the banker who had been carrying the load and in the long run injurious to the community and the borrower himself. The unfortunate part is that there are some bankers who are not ready to discount their paper that represents frozen live-stock credits and thereby secure needed funds to keep their clients on their feet the rest of the way through the difficulty, the end of which is now in sight. In some instances payments are being pressed for from the best managed and safest live-stock enterprises who have been forced to do some borrowing since the winter of 1919-20. There are grounds for the idea that the fortunate man was the one who owed heavily at the outset.

Where compliance with the corporations' requirements can not be met through local banks, stockmen are offered another method through the organization, local live-stock companies which may obtain loans from the War Finance Corporation. Salt Lake bankers have organized such a company which will handle for individual banks the details of dealings with the corporation.

The Stock Growers Finance Corporation has done something over ten million dollars of business and by taking paper from feeding sections has indirectly been a great support to the markets for feeder cattle, sheep and lambs. The War Finance Corporation came later and is distinctly a government controlled agency for extending needed time to producers of agricultural products of all classes. It would seem probable that it may sometime take over the business of its predecessor in the live stock field, which was

launched before the Treasury and the administration came to see that government support should and properly could be used to tide over the difficulty resulting from Europe's throwing back upon America the job of financing producers and holders of export crops so that they would go overseas as needed for use and not as heretofore, in a rush occasioned by ability to buy cheaply through the producers being forced to dump into the market to raise money to meet obligations maturing at harvest or shearing time.

### FAVORS FEEDING LAMBS AT HOME

We had a light crop of lambs in eastern Colorado. This was partly due to bad weather at breeding time and also to ergot, which is more plentiful in some seasons and works against reproduction. July and August were very hot and not favorable to satisfactory growth in lambs, but the pastures have been good so that now the sheep are in their usual good condition.

Prices for feeder lambs are very unsatisfactory so far. I, for one, am thinking of fattening my own feeders this season as corn is cheap and plentiful and the prospects are that fat lambs will sell around 10 cents next winter. I think in a season like this, it will be good policy for lamb raisers to do their own fattening as much as possible. As feeders were stung last year, they would like to get their feeding lambs cheap enough to insure a good profit this year. Also, there is a big expense incurred in shipping feeders to market that would be saved where a grower is able to do his own feeding.

I notice that some Boston wool houses have already made sales and returns for wool this year—a sure sign that wool will rise in price soon—otherwise they would let the grower carry the expense of holding the wool until late in the winter.

Wm. Lange.  
Cheyenne Wells, Colorado.

### OREGON SHEEP AFFAIRS

A recent survey of sheep and wool conditions in Oregon carried on by the Oregon Wool and Mohair Growers Cooperative Association shows that stocks of sheep in the range districts have decreased.

The average estimated decrease from seven counties reporting being 21 per cent. This is not to be wondered at in view of the economic situation as it pertains to sheep. First the bottom dropped out of the wool market with the attendant pains of deflation, then the avalanche of foreign wool rushed in during the time growers and others interested in the industry pleaded for an emergency tariff, which was eventually passed after hundreds of millions of pounds of foreign wools were brought in.

Freight rates, high commission rates at yards and high wages were also contributing factors which have brought the industry to its knees. Thank fortune the future looks a little brighter and, perhaps, after all, the dawn of a better day is beginning to break for the sheepmen. But in the meantime thousands of ewes have gone to the shambles. We know sections of Oregon where practically no ewe lambs have been saved for some time, and the ewes are getting to be quite aged. Reports are that many ewe lambs will be reserved this year.

There has been more inquiry for lambs in the central Oregon country than for some time. Indications are that large stocks of cheap hay will result in many feeding lambs this winter if credit for the purchase of feeders can be secured. Some buyers are in the field offering a nickel a pound, but growers are not overly anxious to contract until the lambs come out of the mountains. Lambs are looking better than for years and the percentage of fat lambs to feeders in the average band will be real high. Fine wool ewe lambs will be held over this year to replace many seasoned campaigners whose period of usefulness is over. Grass has been good in the ranges and the loss very light.

R. A. W.

### SHEDS NOT NEEDED FOR OREGON FED LAMBS

Tests covering a period of three years and including eight hundred lambs made at the Eastern Oregon Branch Experiment Station at Union, indicate that it is questionable if providing shelter is necessary in the winter feeding of fattening lambs under Pacific Northwest conditions.

These experiments were carried on by Superintendent Robert Withycombe under the direction of Professor E. L. Potter, chief in Animal Husbandry of the Oregon Agricultural College. It was found that lambs having shelter available made slightly larger gains throughout the feeding period. These gains, however, amounted to only three-quarters of a pound for the entire feeding season, averaging eighty-three days. These lambs also consumed more alfalfa hay than those maintained in the open, the amount of grain consumed being practically the same. In the entire three-year period, those lambs having access to the shed made 382 pounds gain more than those in the open, but required nearly 1,400 pounds more hay. The additional return because of shelter, figuring lambs at ten cents and hay at \$10 a ton, is only \$31.50 for the use of the shed for three years, a figure too low to justify the construction of similar sheds for feeding lambs on farms in eastern Oregon.

The shed was a low affair, sixteen by fifty feet in dimension, four feet high at the eaves and eight feet in the center, and also open on the west side and north end. Alfalfa hay was fed with two feeds of grain daily. The lambs were started on two pounds a day of whole oats and at the end of twelve days this was increased to three pounds. The fifteenth day one part of barley replaced one part of oats and the following day the feed was one part oats and two parts barley, after which whole barley was used, gradually increasing the amount, until at the end of three weeks each lamb was getting one pound a day. The second year whole barley was used from the start.

F. L. Ballard.

At Chinook, Montana, a live stock loan company was formed and is doing business with the Stock Growers Finance Corporation. This company and similar ones that may be formed will also be in a position to secure

The following are the articles of incorporation of the Chinook Live Stock Loan Company:

Fifth:—That the number of directors of the corporation shall be three and that the names and residences of those who shall hold office as directors for the first three months of the corporation's existence

Name	Residence
------	-----------

[illegible]

Seventh:—That the amount of said capital stock which has been actually subscribed is three hundred dollars (\$300.00) and the following are the names of the persons by whom the same has been subscribed and the amount of each subscription, to-wit:

Name	No. Shares	Amount
One		\$100.00
One		\$100.00

The following sales made on Wednesday, October 5, were reported by the Wool Growers Commission Co.:

Shipper—	Wt.	Price
E. Roberts, Washington, 10 cars.....	78	\$9.10
50 head feeders .....	60	7.25
W. Wilson, Washington, 5 cars.....	79	9.10
73 head feeders .....	65	7.25
V. Lesaming, Washington 4 cars.....	79	8.90
98 head feeders .....	63	7.25
33 feeders .....	64	7.00
P. Laulya, Washington, 4 cars.....	78	8.90
136 head feeders .....	66	7.25
K. McCall, Washington, 4 cars.....	78	8.25
132 head feeders .....	64	7.75
George Jackson, Washington, 4 cars .....	76	8.75
261 head feeders .....	64	7.25
H. J. Jaaland, Montana, 400 head feeders .....	68	8.75
200 head feeders .....	78	8.50
129 head feeders .....	64	7.25
Wood Live Stock Co., Idaho, 10 cars; 139 head feeders .....	60	7.50

The total sales of the Wool Growers Commission Co., on October 5th, were 10,890 head of which 10 per cent were feeders all of which were sold by 1 o'clock. Orders and buyers on hand would have taken 30 more cars of good feeding lambs. Mr. Knollin also states that such a volume of business as is now being received will enable the Wool Growers Commission Company to give the best selling service at lowest cost and, what is of still greater importance, to distribute receipts among the five markets and time them for different days in a way to keep prices as steady as is possible for them to be. This can only be done by handling sheep and lambs through one large and efficient agency. The commission house is the one link between shippers and killers through which this job can be done.



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The chairman of the War Finance Corporation has expressed his approval of the action of Salt Lake bankers in their formation of a separate company that will be able to obtain loans from the corporation and on the other hand deal with its individual member banks.

The War Finance Corporation makes loans to banks or properly organized companies. The borrowing bank or company may give as collateral the notes of stock raisers held by it or any other form of securities which it has on hand.

At Chinook, Montana, a live stock loan company was formed and is doing business with the Stock Growers Finance Corporation. This company and similar ones that may be formed will also be in a position to secure

The total sales of the Wool Growers Commission Co., on October 5th, were 10,890 head of which 10 per cent were feeders all of which were sold by 1 o'clock. Orders and buyers on hand would have taken 30 more cars of good feeding lambs. Mr. Knollin also states that such a volume of business as is now being received will enable the Wool Growers Commission Company to give the best selling service at lowest cost and, what is of still greater importance, to distribute receipts among the five markets and time them for different days in a way to keep prices as steady as is possible for them to be. This can only be done by handling sheep and lambs through one large and efficient agency. The commission house is the one link between shippers and killers through which this job can be done.

### A CONSERVATIVE EXPERT SEES A GOOD FUTURE FOR SHEEPMEN

"Jess" Davis has for a quarter of a century been responsible for the Armour sheep and lamb purchases. Unlike "Bob" Matheson, the Swift expert, he has rarely been in the spotlight, but his opinion is always sound and conservative and therefore worth consideration. He takes the view at this crisis in the industry that those in a position to weather the storm will be in possession of a profitable business.

"We are going through a period of drastic liquidation that is probably without precedent," says Mr. Davis. "Already the flocks of the country have been materially reduced and if census figures are worth anything, trade writers will soon be justified in talking about the vanishing sheep.

"Right at this moment to attempt bullish talk on anything, especially sheep, is calculated to cause discredit on one's prophetic reputation, but if history is worth anything as a guide and it does not fail to repeat, money put into a breeding flock by a man capable of handling sheep will be well invested. It is useless to attempt concealment of the fact that the great majority of Western ewe flocks are well over the hill with respect to age and that their usefulness cannot be protracted much longer; meanwhile a steady procession of ewe and yearling lambs is going to the shambles in response to insistent money demand so that it needs neither astuteness nor prophetic vision to tell what will happen. Some of these days the trade will awaken to the fact that it is facing several short lamb crops.

"Sheepmen need a word of encouragement at this juncture. What is happening is the somewhat logical sequence of war trade. During the war production was stimulated, artificially and otherwise, under the incentive of high prices for both wool and meat. Thousands got into the sheep business without the necessary qualification, except possibly the necessary capital, which in many instances was invested

unwisely at inflated values, insuring depreciation as time worked along.

"Banks and loan companies in many instances encouraged this reckless investment; shoestring operators were allowed to go beyond the bounds of reason and the stage was set for the crash that followed. Flocks were mortgaged beyond the danger point during the easy money period and as the financial situation developed stringency, the present situation became inevitable, necessitating ruinous liquidation. As a result Western flocks have been cut down and breeding stock that went into farmers' hands by the million head is being jettisoned regardless of what it realizes.

"Personally, I am of the opinion that we will have a much higher and healthier lamb market during the coming winter than most people think. Prophecy is not in my line, nor is it an opportune time to make forecasts, but my guess is that good fed lambs will sell at \$10 to \$12 per hundredweight in Chicago most of next winter. My reasons for this are that we will have no New Zealand frozen meat to handicap us as was the case last winter, that winter feeding will be of much smaller volume than last year and that demand will improve as time works along. I believe it will be economically possible to put both sheep and lamb carcasses away in the freezer this fall with assurance that the operation will pay expenses, plus a reasonable profit.

"Present prices of breeding ewes are not only far below cost of production, but are unreasonably low based on their earning capacity under economical conditions of production. The history of the business discloses the fact that investment in breeding stock at irregularly recurring low levels has invariably been profitable; on the other hand those who got in during boom periods have as invariably lost money. Those who ran up and down the country two or three years ago urging farmers to buy sheep at a time when that advice was popular, appear to have lost the courage of their convictions now that an opportunity to get in right

is presented. I am confident that this is an opportune moment, both to stay in and get in the sheep business. Unfortunately many are unable to stay in for financial reasons and it is not human nature to make investment in a discredited commodity. However, when the tide turns, wool trade picks up and increasing industrial activity revives meat demand, the logic of what I am saying will be appreciated.

"Lamb consumption has undoubtedly increased materially and will continue to increase. The big packers have recently been killing close to 200,000 lambs weekly and never before in the history of the business have so many small killers been active. Assuming that flocks are being steadily whittled down, the only possible answer to the problem is higher prices and more stable markets.

"After we have worked through this period of uncertainty and readjustment I believe sheep growers will have smoother sailing. With so many getting out of the business, either voluntarily or from force of circumstances, lamb consumption increasing and the wool market picking up, a reasonable measure of optimism is warranted. We have recently had a practical demonstration of the market capacity for digesting lamb, in fact prices have, until recently, been much higher than anybody in the trade expected. Early Western lambs realized good prices and apathy in feeding circles is largely responsible for what has happened recently. To my mind lamb production, for the next few years at least, will be confined largely to the succulent grass areas of the mountain states of the Northwest and the Ohio Valley, where early lambing is possible and the crop goes to market during the period scarcity when feedlots have been depleted and early Western lambs are not ready for the butcher.

"In my judgment a band of ewes in the hands of a competent man who has a place to run them is a safe bet. The darkest hour is always just before dawn and that is where the sheep industry is at this moment."



# September Record of the Lamb and Sheep Markets

## CHICAGO

Early October found live mutton trade in the recuperative stage. September developed stereotyped vicissitude due to various causes, not the least of which was a seasonal influx of native lambs. Some philosopher has stated that the market needs an assortment; from that viewpoint killers had scant reason for complaint concerning the variegated nature of the package delivered to them at the stock yards during September. Whenever the market took a favorable turn another gust of native lambs, good, bad and indifferent, mostly the latter, reported for duty. Reiteration of the fact that the native lamb is the hoodoo of the business is unnecessary.

September delivered approximately 1,524,414 sheep and lambs at the ten principal markets of the United States, compared with 1,522,248 during the same month last year. Chicago had 534,000, against 489,000 in 1920 and Omaha 395,000 against 470,000, but the damage to prices during the mid-month period of tribulation was effected at Eastern markets. Canada succeeded in jumping the tariff barrier, the duty of 2 cents per pound being offset by the existing exchange rate, flooding New England markets with native lambs at a critical moment, thus cutting down demand for Chicago dressed stock and putting a crimp in shipping trade. As it was, practically all the price "topping" was done by Eastern butchers and local killers who again made an effective demonstration of their ability to outsell fresh dressed product in New York and Philadelphia in competition with Western killed lamb and mutton.

The only unique development was the purchase late in the month of a considerable number of fat native ewes for the British market, these purchases going to Montreal to embark. It created an outlet for a class of stock that had literally been a drug on the market, fat ewes weighing 150 to 190 pounds that had been unsalable at \$2.50@2.75 per hundredweight, but

promptly advanced to \$3.25@3.50 when this narrow outlet was created, demonstrating the efficacy of a little competition. Cornbelt feeders were timid all through the month, but no more so than the average packer buyer, whose chronic apprehension of making a purchase that would not show up well on the dressing sheets was constantly in evidence.

The top on Western lambs for September was \$10.25, paid on the mid-month high spot. A few feeders made \$7.50, but most country buyers balked at paying more than \$7. Yearlings were scarce, days elapsing without a load of desirable stock of that age appearing, \$7 taking the best yearlings on the market, few passing \$6. Wethers were likewise scarce, and although quotable to \$5.75 on the high spot failed to pass \$5.50. Fat native ewes made up the bulk of the heavy mutton supply. Handyweights reached \$5.50, but the overweight kind was hard to sell at \$3 until the export outlet opened. A limited volume of trade was done in breeding ewes, a few yearlings going out at \$6@6.25, but country appetite was in striking contrast to the voracity displayed in recent years. Demand for feeding lambs "primed up" as September worked along, a clearance being readily effected although \$7.25@7.50 sales were easily enumerated.

October 1 found choice Western lambs quoted at \$9, although none good enough to make that figure was in evidence, the actual top being \$8.85, bulk of the Westerns selling at \$8.25@8.75. A few choice natives reached \$8.75, but \$8@8.50 took most of the good ones, a fairly good class selling at \$7.50@7.75, culls at \$5@5.50 and pee-wees, of which there was an abundance at \$3.50@4.50. A few choice Montana wethers reached \$5@5.50; ewes from the same source, \$4@4.25, but it was a \$3@3.50 market for heavy ewes and \$4@4.25 for good handyweight natives. Buck trade was done mainly at \$2. A comparison between

September 1 and October 1 prices follows:

	September 1	October 1
LAMBS—85 pounds down.		
Choice to prime	\$8.00@8.60	\$8.40@8.85
Medium to good	6.75@8.00	7.25@8.40
Culls and common	4.00@6.75	4.50@7.00
YEARLINGS—90 pounds down.		
Choice to prime	6.25@6.75	6.25@7.00
Medium to good	5.50@6.25	5.25@6.50
YEARLINGS—90 pounds and up.		
Choice to prime	6.00@6.50	6.00@6.75
Medium to good	4.50@6.00	5.00@6.25
WETHERS—		
Choice to prime	4.25@5.00	4.50@5.50
Medium to good	3.25@4.25	3.75@4.75
EWES—		
Choice to prime	4.00@4.75	4.00@4.75
Medium to good	2.00@4.00	3.00@4.25
Culls and common	1.00@2.00	1.50@2.75

This comparison indicates a slight advantage in favor of the later date, but conditions at the market during the interim were frequently semi-demoralized. All things considered, however, the market did not do a bad stunt, especially when its somewhat erratic course is compared with that of the cattle and hog markets, demoralization running riot in both. Hogs broke \$3 per hundredweight, while live mutton held practically steady.

September tops on lambs and wethers this year, with comparisons, follow:

	Lambs	Sheep
1921	\$10.25	\$5.50
1920	14.40	8.25
1919	16.25	10.50
1918	19.00	13.00
1917	18.60	12.75
1916	11.40	8.75
1915	9.25	6.75
1914	9.00	6.20
1913	7.90	4.90
1912	7.75	4.80
1911	6.40	4.50
1910	7.40	4.85
1909	7.75	5.50
1908	6.15	4.75
1907	7.70	6.00
1906	8.25	5.75
1905	8.00	5.50
1904	6.35	4.50
1903	6.15	4.25
1902	6.00	4.50

Comparative prices on tops and bulk on October 1, and corresponding period in recent years:

	Lambs		Sheep	
	Ton	Bulk	Ton	Bulk
1921	\$8.85	\$7.75@8.40	\$5.25	\$3.25@4.75
1920	14.00	12.75@13.80	8.25	5.75@8.00
1919	16.00	14.50@15.75	10.50	7.50@10.00
1918	17.00	14.75@16.60	12.25	10.00@11.75
1917	18.55	17.00@18.25	13.00	11.25@12.40
1916	10.30	9.50@10.15	8.25	6.25@8.00
1915	9.25	8.40@9.00	6.65	5.00@5.20

Going back to the corresponding per-

iod of 1911, we find that \$5.50@6.35 bought the bulk of the lamb crop and that sheep were on a \$3.65@4 basis, or little lower than at present.

### The First Week

The week of September 8 grounded an impression that depreciation had run its course. The slump of the last week of August proved effective in checking loading in the country; also holding Western stock in transit at feeding stations, affording a recuperative opportunity. This resulted in a cut of about 50,000 head at the ten principal markets compared with the previous week and marked advances in values. Fat lambs and strong weight ewes were marked up 50 cents to \$1 per hundredweight; yearlings and wethers gaining 50 and 25 cents respectively. Top lambs reached \$9.50; the best yearlings sold at \$6.50, although \$7 was quotable on the right kind and \$5.50 was quotable for choice light wethers, \$5.25 taking the best available. No ewes passed \$4.50, although \$4.75 was quotable for handyweights. The crop ran largely to Western lambs, natives being held out and as Eastern killers entered into the competition, packers were forced to go the pace. Fortunately for the selling side, fat sheep were scarce, as few were wanted. The range lamb delegation reported with a long feeder end, further strengthening the position of fat lambs, packers being forced to admit that their position of the previous week had not been well taken, as they were keen contenders for second cuts of Western bands. Selling inferior ewes was difficult at 25 to 50 cents per hundredweight, prices that did not pay marketing expense. By the close of the week choice lambs were on a \$9.25@9.50 basis, a good kind selling at \$8@8.50, and culls at \$5@6.50. Choice light yearlings were quoted at \$6.85@7.35; heavies at \$6@6.75, a fair to good class going at \$5.50@6.75. Bulk of ewes sold at \$3@4.50, and wethers \$4.25@5.

### The Second Week

The second week of the month developed an even better trading condition, generating optimism in trade cir-

cles. The country did not respond to the sharp advance of the previous week by loading heavily and fat lambs gained another 75 cents to \$1 per hundredweight, yearlings 50 cents and fat ewes 25 cents. Western lambs went to \$10.25 and it is probable that more money would have been paid for the right kind on the high spot Thursday when a weak trend developed, indicating that the crest of the rise had been reached. The price list was propped by the arrival of a number of Eastern orders, creating competition for packers. Choice natives reached \$10.10, although few natives were able to pass \$9.50, thousands selling on the figure eight. Desirable natives sold largely at \$9.50@9.75, Westerns at \$9.50@10. A marked feature of the supply was paucity of yearlings. Choice 100-pound Oregons made \$6.75 and other Western yearlings cashed at \$5.50@6.25, but the run did not carry a single load of choice light yearlings. A few near-choice Western wethers were eligible to \$5, although \$5.75 was quotable for the right kind, full loads of Western yearlings being scarce. Prices of fat ewes were regulated by weight, \$3@4.50 taking the bulk, with handyweights at \$4.75.

### The Third Week

The week ending September 24th brought in the inevitable glut of natives. It was the first heavy supply from that quarter in three weeks and buyers promptly got out their hammers. The week's run at ten markets was 110,000 in excess of that of the previous week. Canada glutted the New England market and before the wrecking crew had completed its task, lambs had declined anywhere from \$1 to \$1.50 per hundredweight, many natives looking \$2 lower than the high spot of the previous week. Fat yearlings lost 50 cents to \$1, sheep getting the short end of the decline. As most of the native lambs were undesirable, they were severely punished, better grades getting preference. On Monday, \$10 was paid for Western lambs that could not beat \$8.75 later in the week. Native lambs at \$9 were identical with the \$10 kind on the high

spot of the previous week, \$8 taking the bulk of the desirable natives. Good yearlings were relegated to a \$5.25@5.90 basis, one load of choice Westerns making \$7 at the inception of the break. Choice two-year-old wethers stopped at \$5.50 and \$4@4.25 bought good light ewes, native ewes weighing around 150 pounds slumping to \$2.50, cull ewes selling \$2 down, canners as low as 50 cents per hundredweight.

### The Last Week

The situation was saved the last week of the month by a long feeder end on the Western run and the arrival of a lot of common natives forcing killers into competition for the best end of the crop. At the close of the week choice Western lambs were quotable to \$9, although none good enough to pass \$8.85 arrived. Packers paid no higher than \$8.25 for native lambs, but city butchers picked over that crop at \$8.75, packers appraising their share at \$8@8.25, where quality was good, but buying thousands at \$5@5.50. Coarse Montana yearlings sold at \$5.25@5.50, and fat ewes, over 140 pounds, were with difficulty sold at \$2.50@2.75 unless fitting the specifications of export orders when \$3@3.50 was paid. Handyweight ewes reached \$4.75, the bulk of the ewe crop selling below \$4.25. Cull ewes were on a \$1.50@2.50 basis.

### OMAHA

The marketing of sheep and lambs during the month of September brought in fewer Western lambs than a year ago, receipts dropping to 399,745 head. September receipts a year ago amounted to 517,883 head. Offerings have been running largely to lambs from Idaho, Wyoming and other Western range districts, with more than half of the supply showing up in feeder flesh.

A little improvement occurred in all branches of the trade during the forepart of the month and while undertone to the fat stock market was rather bearish toward the close, most classes of stock finished at small advances.

Fat lambs that were worth not more than \$7.75 a month ago are now (October 1) bringing \$8.25@8.50, and fat ewes are selling up to \$4.25. Aged wethers have been scarce at \$4.50@5, and choice handy yearlings are in fair request up to \$5.75.

Tone to feeder demand has been very conservative and trade somewhat uncertain. Iowa and Nebraska are taking most of the thin lambs shipped from this market, but buyers are watching cost closely and any advance in prices is followed by a decrease in the demand. Something like 192,939 feeder sheep and lambs went out from Omaha during September as compared with a movement of 286,699 head in September a year ago. Trade closed with feeder lambs and ewes showing a general advance of about 50 cents.

Current quotations on the various classes of stock are as follows:

Fat lambs, good to choice.....	\$8.25@8.50
Fat lambs, fair to good.....	7.75@8.25
Feeder lambs, good to choice .....	6.75@7.25
Feeder lambs, fair to good.....	6.40@6.65
Cull lambs .....	5.00@6.25
Fat yearlings .....	4.75@5.75
Fat ewes .....	3.25@4.25
Feeder ewes .....	2.75@3.50
Breeding ewes .....	3.50@5.25
Cull ewes .....	1.00@2.50

### KANSAS CITY

Considering the unfavorable close in the sheep market in August, the September trade made much better average than expected. From an 8-cent level at the beginning of the month the market rose to the 10-cent basis and then fell below the 9-cent level, where it closed with best fat lambs bringing \$8.35 to \$8.75. During the entire month Kansas City receipts were moderate and the market maintained a considerable margin over up river markets and at all times was in line with Chicago. Killers took 85 per cent of the total number of lambs offered and about 14 per cent went to feeders. Only slightly more than 1 per cent was on through billing. The bulk of the supply here came from Utah. A few consign-

ments from Colorado and Texas and some natives completed the offerings. Quality averaged good to excellent and local killers made larger purchases than normal for September. There is a general feeling in the trade here that killers and feeder buyers are going to come in strong competition during the rest of the season. The loan situation has eased materially, and feeders in this section have a large amount of feed, and have bought comparatively few thin sheep or lambs.

Fat sheep rose \$1 during the middle of the month, and later lost about half the gain. Mature sheep are holding relatively firm. Killers are taking all the good fat lightweight ewes and wethers they can get. Canning grades are selling more readily than a year ago. Fat lambs are quoted on September close at \$7.75 to \$8.75, culls, \$5 to \$6.50, yearlings \$5.75 to \$6.50, wethers \$4.75 to \$5.50, and ewes \$3.75 to \$4.50.

Trade in stock and feeding grades were held to small proportions because of the limited supplies. A large number of orders were carried over into this month. Prices held within a narrow range, mostly \$5.75 to \$7.25 for feeding lambs, with the closing range \$6.25 to \$6.75. Thin wethers sold up to \$5.25 and young breeding ewes up to \$5.75.

Total receipts for September were 199,000, or 2,388 less than in the same month last year. In September, 1919, 350,122 were received, and with the exception of 1917, when only 159,878 arrived, September receipts this year were the smallest in the past fifteen years.

C. M. P.

### DENVER

As reflecting the admitted shortage of sheep and lambs on the ranges of the West, the receipts at various market centers for the month of September just past, show a decided decrease as compared to the same month of 1920. The run at Denver for the month was but 150,303 head, compared with 205,817 in September, 1920, while the shortage at Omaha was 115,000 head and at other markets even more than this figure.

Some advance in prices was made during the month, due to a strong demand and a comparatively limited supply. Choice fat lambs sold early in the month at \$7 to \$7.25. At the close the same grades were bringing \$7.75 to \$8. Fat ewes, worth no more than \$2.50, on September 1, sold late in the month from \$3.50 to \$4. Feeding lambs found ready outlet late in the month at \$6 to \$6.50. A month ago they were selling from \$5.50 to \$6. A strong feeder demand developed towards the close of the month and a large number of lambs were sent to feed lots in the corn belt states in the East, and also to Colorado points. Despite early reports to the contrary, Colorado feeders will finish a large number of sheep and lambs this year, as they have plenty of cheap feed and the feeding lambs are selling at prices that make them look worth the money. W. N. Fulton.

### THE NEWEST SORT OF CATTLE DEAL

R. L. Miller of Topeka, Kansas, and Sam Cooper of Woodward, Oklahoma, have made one of the most unusual cattle deals of the year. A general interpretation of the contract they entered into is: Co-operation on the part of the producer and feeder to get by the present low market and make some money for each one.

By the terms of the deal, Mr. Cooper delivers from his Oklahoma ranch 1,000 three and four-year-old steers, to Mr. Miller at his Mayetta, Kansas, ranch at \$6 a hundred pounds. Mr. Miller will put the steers on feed and deliver them to Mr. Cooper any time after March 1, 1922, and not later than May 1, 1922, at Kansas City weights at \$7.50 a hundred pounds. Mr. Cooper pays the freight both from Oklahoma to Mayetta and from Mayetta to Kansas City. Mr. Miller is insured \$1.50 margin for full feeding steers six to eight months and Mr. Cooper believes that the fat cattle market some time after March 1, will be sufficiently high to net him a good profit. C. M. P.



### RATE REDUCTIONS DELAYED MOVEMENT

Early in September it was evident that freight rates on long hauls of live stock would be reduced, and many flockmasters cancelled car orders and awaited the reduction. Most roads put in a 20 per cent cut where rates exceeded 50 cents a hundred, providing a minimum of 50 cents, on September 20. Other roads held off rate reductions until September 23, causing some confusion and a further delay in shipping. All roads at the close of the month had the new freight rates in effect, and they will continue until January 1. The following table shows the old rate and new rate, from points named, to Kansas City, and gives an idea of the actual reduction in rates.

#### Colorado

	Old Rate		New Rate	
	Cat.	Shp.	Cat.	Shp.
Placerville .....	66	74	52.8	59.2
Durango .....	65½	73½	52.4	58.8
Montrose .....	62½	70	50	56
Grand Junction.....	62½	70	50	56
Gunnison .....	60	66½	50	53.2
Glenwood Springs	56	61½	50	50

#### Oregon

	Old Rate		New Rate	
	Cat.	Shp.	Cat.	Shp.
Baker City .....	119½	133½	95.6	106.8
Le Grande .....	119½	133½	95.6	106.8
Portland .....	128	144	102.4	115.2
Huntington .....	108	121½	86.4	97.2
Ontario .....	100	111½	80	89.2

#### Wyoming

	Old Rate		New Rate	
	Cat.	Shp.	Cat.	Shp.
Evanston .....	76	85½	60.8	68.4
Opal .....	71½	79½	57.2	63.8
Rawlins .....	56	61½	50	50

#### Montana

	Old Rate		New Rate	
	Cat.	Shp.	Cat.	Shp.
Dillon .....	85½	97½	68	78

#### Utah

	Old Rate		New Rate	
	Cat.	Shp.	Cat.	Shp.
American Fork ..	83½	92	66.8	73.6
Heber .....	80½	89½	64.4	71.6
Nephi .....	84	93½	67.2	74.8
Marysville .....	84	93½	67.2	74.8
Green River .....	62½	70	50	56.0

#### Idaho

	Old Rate		New Rate	
	Cat.	Shp.	Cat.	Shp.
Boise .....	109	111½	80	89.2
American Falls ..	85½	95½	68.4	76.4
Pocatello .....	83½	92	66.8	73.6
Soda Springs .....	80	89½	64	71.6

#### Nevada

	Old Rate		New Rate	
	Cat.	Shp.	Cat.	Shp.
Winnemucca .....	99½	111½	79.6	89.2
Wells .....	96½	108	77.2	86.4

C. M. P.

### CAN OUR COMMISSION CO. SELL FEEDERS? WILL BANKS FINANCE FARMER FEEDERS?

In June you heard little else around the sheep pens, and it was thoroughly advertised throughout the whole West, that the Wool Growers Commission Company would not be able to sell their feeders. Further, it was talked that banks would not finance the feeders.

The Wool Growers Commission Company employed W. L. Latta and started him out early in July with a car to canvass Iowa. Mr. Latta has visited with the farmers, called upon banks and addressed farmers' unions throughout the principal counties of Iowa, and has sent in names and addresses of hundreds of men who wanted feeding lambs. He has sent a great many feeder buyers to the Omaha market, a great many more buyers than we have had lambs to supply. Mr. Latta did a lot of missionary work among the bankers and among the feeders that the entire sheep industry has profited by—helped by letters written to the feeders and the bankers that Mr. Latta became acquainted with.

We have carried on a campaign throughout the summer at considerable expense to us, advising feeding of lambs. We are confident that those men who have acted upon our advice will make good money. We found that as a rule banks were perfectly able and willing to finance their customers for feeding sheep and lambs. They, naturally, advise conservatism in buying. Think perhaps our advice to banks has overcome this conservatism, to some extent. As we have said before, the work done by the Wool Growers Commission Company, at their expense, has been a benefit to the entire industry.

Yours very truly,

Wool Growers Commission Co.,

A. J. Knollin, Manager.

### FEEDER DEMAND UNDER WAY

Fewer thin lambs went into feed lots in August and September than in the corresponding months for several years past. Conditions that caused the light movement were: Small receipts of thin lambs, the loan situation, and a disposition on the part of feeders to wait until late in the season to put in lambs. The extent of the buying thus far has been for pasture and corn fields. This is a small per cent of normal feeding operations in this section. The big demand will come in October and early November, and indications now are that some big rush orders will be filled in the next six weeks. The general opinion is that the October offerings of thin lambs will be fully 25 per cent short of last year. As practically no thin lambs are under contract for delivery feeders will have to buy on the open market. In the past two weeks there has been a material easing in the loan situation, and bankers say that fall buying will be stimulated materially. C. M. P.

### AUGUST INCREASED FEEDER DEMAND

August in the Kansas City section of the corn belt, is usually very dry and hot. This year, however, an unusual amount of rain accompanied by wind, fell in Kansas, Missouri, Iowa and eastern Illinois. A considerable amount of corn was blown down and more than the usual growth of weeds and grass covers stubble fields. Because of such conditions, farmers are beginning to buy thin lambs and sheep to turn into stubble and corn fields, and as much corn will be fairly well dried out by the middle of September, this demand will increase. Aside from a large number of ovine stock needed to take care of down corn there will be many lambs moved into feed lots in Missouri and Kansas in the next sixty days. Both grain and rough feed will have to be fed in large quantities this winter if it is saved. C. M. P.

## With the Wool Trade

### BOSTON WOOL MARKET

(Henry A. Kidder.)

Wool market conditions in Boston have continued to show moderate improvement. This has been manifested more by an increased volume of wool moving and a general broadening of the demand, rather than by serious advances in prices. In fact, the upward trend of values has been very slow, exasperatingly slow at times, but it is now certain that the market is ready for a little swing in the right direction. Consequently, wool men are feeling very much better. Uncertainty as to what Congress may do with the pending tariff legislation is the worst thing that the trade has to contend with today.

In normal years such a volume of wool selling as noted during the past month would have promptly boosted prices, and would have created highly excited conditions. Apparently, the trouble this year is that too many have been willing to sell at the market at all times to allow the full influence of the better buying to be felt. Every time that some shrewd dealer has sought to lift values a trifle, some one else has stepped in, and by a willingness to sell at old prices, has prevented a reasonable advance. This has caused more or less confusion at times, and has kept prices on an unusually steady basis.

Perhaps the best feature in the situation is the gradual liquidation of the "distress" stocks of wool that have been hanging over the market for a year past. It is reported that the largest of these is now completely liquidated, while others are about done. These by no means constitute the whole of the excess offerings, but it is reasoned that if these known danger points are safely past, those not so well known must also have lost much of their significance. The existence of stocks of 1920 wool, that are still being offered for practically what they will bring is the common explanation of the difficulty admittedly experienced

by wool men in their efforts to lift wool values out of the rut.

In the matter of the actual movement of wool, the leading feature of the month has been the development of a tremendous demand for the medium grades, which were previously very much neglected. The demand has covered both fleeces and Territories, and to a lesser degree corresponding grades in South American wools. These wools have been taken up in very large blocks, both here and in Western markets. Knitting yarn spinners have been the active buyers, and that they are having a good business is shown by the volume of their purchases. Where a month ago the current accumulations of quarter-blood wools was considered a menace, that is no longer true. Substantial progress has been made in clearing stocks. The same can also be said of the three-eighths-blood grade, which is now well sold, with some dealers unable to make further sales until their graders have made new piles.

This movement of medium wools was all that was needed to round out the market in good shape. No longer can it be said that either the demand or supply is one-sided. Dealers say that they are making a fair profit in handling the new clip wools, and the demand for the medium grades comes in good time. In the matter of prices, also, it has been of some benefit, and the best new medium clips are distinctly firmer.

In Territories, new clip quarter-bloods are selling at 40 to 45 cents, (clean basis) while old clip are still to be had at 35 to 38 cents clean. Perhaps 45 cents may be considered an extreme, but it is claimed that a few sales have reached that figure. In the same way, good three-eighths-bloods, new clip wool, have been sold at 50 to 55 cents, but old clip wool is not quotable at over 47 to 48 cents clean.

While Territory medium wools have been selling well, the knitting yarn spinners have been paying particular

attention to fleeces, and a tremendous volume has changed hands during the month. Included in this was about 1,500,000 pounds, it is reported, of Missouri quarter-blood wool, with an edge of three-eighths-blood. This was sold at St. Louis and other Western points, as well as in Boston, but affects the latter market in a vital way. The reaction has been such that recent advances from the St. Louis market indicate that holders have moved up their asking prices. In fact, some wild quotations have been suggested, far higher than could be realized. It is true, however, that the position of holders is much easier than it was.

In this market, Ohio quarter-bloods have sold during the month with considerable freedom at 23 and 23½ cents, (grease) occasionally at 24 cents, and just as the month ends it is claimed that 25 cents has been realized for a single sale. This latter figure is above the market, but the trend is strongly in that direction. For Ohio three-eighths-bloods, similar conditions prevail. Where a month ago, this grade was quotable at 25 to 26 cents, now the ruling figure is 27 cents, that price, having recently been accepted by one house and refused by another. Some of the hand knitting yarn spinners insist upon having fleece wools in their work, and it is from them that the better demand has come. With every girl knitting sweaters, and all the knit goods people having an excellent trade, the improvement seems to have had a solid foundation.

Finer grades have not shown so much change, though Ohio and similar fleeces show an upward tendency. For Ohio fine unwashed Delaine, a fair volume of wool has changed hands at 34 to 34½ cents at various times during the month, and now 35 cents is the general asking price. Fine unwashed clothing has sold at 28 to 29 cents freely, and 30 cents occasionally. For the half-blood grade, a sale is reported just as this is written at 31 cents, and others are trying to get that price.

but without success thus far. Probably a close buyer could still do 30 cents, or even less, in connection with other trades.

The position of fine Territory wools has not changed materially during the month. Good fine clothing, French combing and fine staple wools are in demand, and choice lots readily bring full prices. Really choice fine staple is rather scarce, and dealers complain that their graded piles grow very slowly. The current quotation for this grade is 80 to 85 cents clean, but some dealers are talking 90 cents for the best Oregon or Montana lots. French combing wools are quotable at 65 to 70 cents clean, and fine and fine-medium clothing at 65 cents, with some asking 66 to 67 cents for their best lots. These prices are for top lots, less desirable lots bringing less money. Half-blood staple has been generally held at 63 to 65 cents, but some are now asking up to 70 cents for their best lots, though no sales are reported at the higher figure.

Pulled wools have shown moderate activity, the bulk of the recent trading having been in "A" supers and similar wools. "B" supers are rather scarce, though some lambs' B's are reported to have changed hands. The range of prices for "B" supers, including lambs', is 47 to 50 cents for choice and 42 to 45 cents for ordinary. "C" supers are nominally unchanged at 30 to 35 cents. "A" supers have sold at 55 to 60 cents, fine "A" supers at 65 to 70 cents, and "AA" wools at 75 to 80 cents. All above prices are on the clean basis.

Foreign wools have been rather quiet, owing largely to the lack of desirable stock. The big movement in Australian wools previously noted appears to have exhausted the available supply to some extent. More consigned Australians are reported to be held in this market, but the owners are not willing to accept current prices. According to best opinion in the trade, the stage is all set for a spectacular advance in fine wools, both foreign and domestic. The Emergency Tariff is acting as a very practical and efficient embargo, and while it remains in force

no foreign clothing wools can be imported and placed on the market. Manufacturers must have a big supply of fine wools, provided the coming heavy weight season is anything like normal.

Pending the passage of the permanent tariff bill, these fine wools must be drawn from current stocks of domestic wools and from the few remaining lots of Australian Merinos and fine Cape wools in dealers' hands. Some of the wool men are about ready to plunge in the matter of accumulating fine wools and holding them for a rise. Such questions as "When will the permanent tariff be adopted?" and "Will Congress extend the time of the Emergency Tariff?" are frequently heard along Summer Street. Those best informed seem to feel assured that the so-called "Agricultural Bloc" in Congress can be depended upon to secure the latter, but no one is able to set a date for the former. Since it was announced from Washington that no new legislation on the tariff question could be expected during the special session, most wool men have given up expecting the permanent tariff bill to become operative before next March at the earliest.

Another government auction is scheduled to take place in Boston October 6, with offerings of 5,500,000 pounds. Secretary Weeks evidently listened to good advice from Boston, as it is understood that it was by his express order that the offerings were only 5,500,000 pounds larger than the September sale, instead of doubled, as at first suggested by some of the more enthusiastic officials. Terms of sale are practically the same as at recent auctions, all wools being sold "as is." One feature is attracting considerable attention in the trade: Out of the total offerings of 5,500,000 pounds, over 2,500,000 pounds are 46 to 60's and above. There has also been catalogued a good-sized bunch of domestic wool, and though no really choice wool is included, dealers are expected to show even more interest than they did at the September sale. These government auctions are no longer a carpet mill

proposition, as was seen last month. Dealers and manufacturers are now leading factors.

The first half of October is vacation time in the Australian auction, the first for the month being held at Sydney and Adelaide on October 17. The next London series opens October 11, with offerings of 110,000 pounds. Cape markets are reported as strong and advancing, following the recent advance in London.

South American markets are also reported stronger, though American buying has been limited to moderate buying of Creola and Cardoba carpet wools in the Buenos Aires market. In this market, the recent movement in domestic medium wools has reached the stocks of South American wools that have been held here for a rise, and good-sized sales of 56's Montevideo and Buenos Aires standard wools have been noted.

#### WOOL SALES AT CHICAGO DURING SEPTEMBER

Sales of wool at Chicago during September were largely of 1920 clips and included the following:

Montana fine staple	27c
Montana half-blood clothing	21c
Utah half-blood	21c
Idaho, three-eighths-blood	20c
Soda Springs, (Idaho) half-blood	18½c
Utah, three-eighths-blood	20c
Washington three-eighths-blood	17c
California three-eighths-blood	17c
Montana, original bags	23-26c
Low quarter-blood: Idaho, Utah,	
Colorado and Washington	12-16c
Montana quarter-blood	18c

#### WOOL IMPORTS

Some wool growers have been confused over the significance of reports of wool now being imported. A government report is to the effect that in one week of September, 600,000 pounds of wool came into American ports.

The wool now being imported is over 90 per cent carpet wool and competes with only a very occasional isolated clip in this country. The Emergency Tariff Act excluded carpet wools. Manufacturers of carpets have bought all



of the Government's offerings at recent auction sales and these sales have greatly reduced the Government stocks. The next sale is to offer only a part of carpet wools and will include home grown and foreign pulled and grease wools.

### CORRIEDALE IMPORTATION

Wisecarver & Phillips of Portland, with ranches in Yamhill County, announce the arrival during September by steamer for San Francisco of twenty registered Corriedale ewes from the Greenwood flock of New Zealand. These were the best foundation ewes that Messrs. Wisecarver and Phillips could secure on the island, and will go to make up one of the choicest flocks of Corriedales in the United States. They have at the present time a small flock of Corriedales on a ranch near McMinnville, Oregon. R. A. W.

### DOINGS OF THE OREGON WOOL AND MOHAIR GROWERS ASSOCIATION

Bulletin No. 2, issued by the new officers of the above association, announces a change in membership dues, which will hereafter be \$2.50 per year for owners of fifty sheep or less and 5c a head for additional sheep owned.

"The directors decided upon this charge after finding out that the original schedule of fees was entirely too low to cover organization costs. It was far below the organization fee charged by any other co-operative marketing association in existence in the Northwest, and was not sufficient to cover the cost of organization, hence the change. Please advise your friends of the change and the fact that it goes into effect on September 1."

The bulletin further states:

"There has been practically no wool buying going on in western Oregon. A few dealers have picked up low quarter-bloods at 8c to 11c. One firm has been purchasing the choice of the three-eighths and half-blood wools, the cream of the valley clips, for around 16c, and all information indicates that

the wools not marketed through the association stand a very good chance to remain out on the ranches for the balance of the calendar year. What buying has been done up to date has been simply the picking up of a few very desirable lots scattered here and there over the valley, but unfortunately the large bulk of valley wool does not come within this classification. Many wool growers who did not join the association during the spring organization campaign are now signing up voluntarily every day, as they see that it is the only way out for the woolgrower this year, which gives the promise of his securing a fair and square deal.

"Every one of our 1,700 members is urged to secure new members for the association. We now have about 65 per cent of the wool and mohair in western Oregon signed up. The nearer the association comes to controlling the entire western Oregon clip, the nearer it will come to getting every cent of actual value for members out of the wools it sells. In other words, if every grower joins the association, the association will not have to compete with non-members, who, not knowing the true value or grades, depress the market by selling ungraded wool in the field."

### GOVERNMENT WOOL AUCTIONS SHOW STRENGTH IN MARKET

The Government wool auction (Oct. 6), was an entire success, less than 2½ per cent of the offerings being withdrawn. Only six lots, or 131,000 pounds, out of 303 lots, or 5,500,000 pounds, failed to sell. This was considered remarkable in view of the fact that many lots showed trace of moth and all were several years old. Part of the success was due to the offering of a larger proportion of quarter-blood and above than in recent sales. Many lots of 50's and 50's to 56's were included which fitted into the current demand for medium wools from the knitting yarn spinners.

Prices were distinctly higher than

at the September sale, the advance being estimated at 5 to 10 per cent. Buenos Aires combing fours sold at 15 cents, including part of a lot which brought only 10 cents a month ago. Bidding was spirited throughout and very little attention was paid to the Government reserve limits. Buying was better distributed than before. Both carpet mills and dealers bought freely. The success of the sale reflects the better feeling in the local wool market and promises better buying in the future.

### 101 POUNDS OF WOOL IN THREE YEARS

The Butterfield ram Monarch 98869 was not shorn at this year's ram sale, as had been announced. After being purchased for \$3,000 by Bullard Bros., he was placed on exhibition at the California State Fair at Sacramento. At the close of the fair he was shorn with blades and yielded thirty-four pounds.

Monarch's two-year-old fleece weighed thirty pounds, the next thirty-seven pounds. The present thirty-four-pound fleece is his fourth, or four-year-old fleece. The average of the three fleeces is thirty-three and six-tenths pounds, a remarkable exhibition of the wool-producing capacity of the Rambouillet. While Monarch has always been well-fed he has always done heavy service in the stud. By hand breeding last year he was mated to nearly 300 ewes, very few of which were returned for service.

### UNIVERSITY OF IDAHO SHEEP EXHIBIT

One of the largest college exhibits of sheep shown on the fall circuit was that of the University of Idaho, which consisted of 40 head of Hampshires, Rambouillets, Shropshires and Southdowns. There were a number of wethers (lambs and yearlings) in the exhibit, also. The bunch was in charge of Sam S. Stoddard, shepherd at the university, and his sheep dogs were taken along to the Interstate Fair and to Lewiston as part of the show.

## RANGE APPRAISAL

Address Before National Wool Growers Association, By C. E. Rachford, Inspector of Grazing

The Forest Service fully appreciates the situation confronting the live-stock business today. We realize that a period of readjustment is at hand; that market and financial conditions have been unfavorable, and that this situation must improve before any radical change in plans or policies is made. We know, too, that the industry is one of extreme hazard, that it is at one time riding the high tide of prosperity, at another in the depths of depression. Appreciating these circumstances, I wish, therefore, to assure you that my presence here today is not for the purpose of agitating increased grazing fees, but for the purpose of calmly presenting for your consideration a method by which our ranges can be appraised and meet the demands of Congress.

If you were to ask me now, as several stockmen have already, how much of an increase in the fees, if any, would be made, I'd have to tell you frankly I don't know. This is a matter that can be determined only after a very careful study and analysis of the data being collected. You may, therefore, be assured that so far as the Forest Service is concerned there will be no attempt at readjustment of fees until the completion of our study in 1923.

It may be well to state here briefly what led up to the necessity of making this range appraisal. You all know that a flat rate system of grazing fees has been in effect since the Forests were first established. You know, also, that this system was adopted in the first place because of the lack of a better one, and that its inequalities have been recognized by both the Forest Service and the stockmen. Even though the fees under such a system had been increased three times, there was little opposition to such a method until Congress indicated its desire to secure full commercial value. The agitation for increased fees culminated in the introduction of an amendment to the appropriation bill two years ago providing

for an increase of 300 per cent. Had such a bill become a law the inequalities of a flat rate system would have been materially emphasized. It would have undoubtedly forced many stockmen to pay far more than their range was actually worth.

When the last increase in fees was made in 1919 the Forester agreed to the issuance of five-year permits, and it was generally understood that no further readjustment would be made until the expiration of the five-year period. This matter was carefully explained to the committee on Agricultural Appropriation, and after much discussion it was tentatively agreed to hold further action in abeyance until the expiration of the five-year period, or 1923. The bill above referred to failed to pass, and it was generally understood that the Forest Service would develop a method whereby the National Forest ranges could be appraised and the results of such a method applied for the grazing season of 1924.

The method developed is the one I am presenting for your consideration. It is just a simple business-like method of determining what we have in the way of forage, where it is, how it is used, how it can best be used, and a fair and reasonable fee for such use.

In the development of the method an effort was made to look at the matter squarely from a stockman's standpoint—keeping in mind at all times that we were dealing with a national resource which contributes to the permanency of the live-stock industry as a whole.

Looking at the problem from a stockman's standpoint, it was thought that he would first want to determine the character of the forage; second, the usability of it; and third, the price he was justified in paying.

### Character of Forage

The character of the forage is determined by the species of vegetation, its density, and the palatability of such species. These factors also determine

the class of stock to which the range is best adapted, the season or period the range should be used, and the carrying capacity or number of stock the range will support for the given period.

Forage, alone, however, is of little value unless it is usable.

### Usability of Forage

The usability of the forage is determined by:

1. The amount and location of water.
2. The topography.
3. The accessibility of the range to markets and the demand, and the character of the route over which stock travel.
4. The presence or absence of permanent improvements, such as fences, pastures, watering facilities, cabins, trails, corrals, etc.

Each one of the above factors have a direct bearing on the usability and indirectly if not directly affect its value. I am sure the average stockman will recognize this fact, and since time is limited no further discussion of these seem necessary.

### Other Factors Which Increase or Decrease the Value of a Range

In addition to determining the character and usability of the forage, I imagine the average stockman would want to know what other conditions surrounded the use of the range.

He would probably want to know the number of stock he might reasonably expect to lose from straying, poisonous plants, crippling, predatory animals, etc. Likewise he would want to know something about the restrictions or regulations governing his use of the range and figure out for himself whether or not these were of real benefit to him or increased his cost of operations without materially increasing his revenue.

Such Forest Service restrictions as are placed on numbers of stock, the number of permittees occupying a range, the area of the allotment, the closing of areas for public use, game, timber, or watershed protection, and

the tenure or duration of the permit during which time he may expect to occupy the range with a definite number of stock, all have an important bearing on his use of the range.

In my travels throughout the different National Forests I have heard the opinion expressed by stockmen that there is a certain instability in the use of Forest range caused by the present regulations permitting reductions on numbers to provide for new owners, and that there is no real incentive for the average stockman to improve his range, since his expenditure of money and effort may accrue to the benefit of some one else. Whether or not the distribution of grazing privileges on the National Forests has reached a point where continuation of the present policy militates against the best use of the range and does more harm than good can only be determined after all the facts have been secured and analyzed. Suffice it to say that all factors which in any way affect the value of our range will be assembled into brief reliable reports and will be used in a comparison of Forest ranges with those of known value.

In addition to the above information there will be collected comparative data on the weights of live stock, the cost of operation, shrinkage from range to ranch or shipping point and to market, losses, and market prices.

#### Study of Private Range Values

Coupled with the study of National Forest ranges is a study of private range values in each locality. This aims at a determination of the character of the forage, its usability and the factors influencing the price paid for private land. The prices paid for private land are governed largely by the factors above referred to, and I feel it will be found that the prices vary in accordance with well defined zones. These varying prices will undoubtedly be traceable to remoteness or nearness to market and shipping facilities, the character of the forage, and the ease with which the range can be utilized. After the completion of this study of private land values a standard price

The Library of Congress, Washington, D. C., needs, to complete its files, copies of the February and March, 1920, issues of the National Wool Grower. If you have an extra copy of either or both of these numbers, please mail them direct to the Library of Congress.

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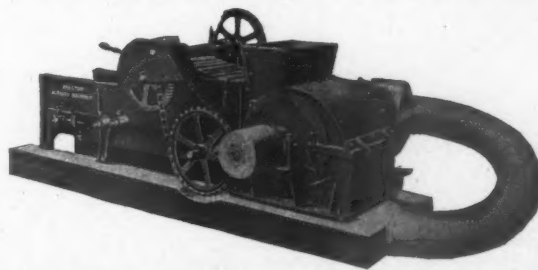
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will be developed for each locality. This will probably represent the average price paid under normal conditions for range of a certain character or for range supporting a certain number of head of stock per month, located within a certain distance of the railroad or shipping facilities, well watered and improved, and of even topography. Having once developed this standard, National Forest ranges will be rated in accordance with that standard, a certain percentage of reduction or increase being allowed for advantages or disadvantages that may surround the use of our ranges.

Without going into the many details involved in a problem of this magnitude, the above briefly describes the method by which we expect to make the final appraisal of Forest ranges. It is a big job, one that will tax the ability of the present personnel of the Forest Service to the utmost, but knowing the organization as I do, I am confident it will be done in a spirit of fair play for all concerned. It contemplates a careful analysis of actual conditions and is the basis of a fair and equitable price. It further contemplates that no conclusions will be reached until all facts have been ascertained and that stockmen will be brought into consultation frequently during the next two years in order that we may receive the benefit of their knowledge and experience.

Co-operation with the stockmen, therefore, is not only desired, but essential to the proper solution of the problem.

### SHEEP STILL LOOK GOOD TO HIM

Financial conditions with me are tight, but I am going to stay and keep staying with my sheep. They look good to me still. I saved 76½ per cent of my lambs, which is good for this country. They grew nicely during the summer and if luck plays into my hands they may make me a little money.

Paul C. Wilson.

Jicarillo, New Mexico.

### SPREAD OUT THE RUN

Monday, August 29, the five central markets, Kansas City, Chicago, Omaha, St. Louis and St. Joseph, received 103,000 sheep. Of this supply, 86,000 were in Omaha and Chicago. The top price in Chicago was \$8.85, in Kansas City \$8.80, in Omaha \$8.25. On the heavy receipts in Omaha, the estimate for the following day in Chicago was 40,000, Chicago figuring on getting a liberal part of Monday's Omaha run. The point in such an uneven distribution in supplies is that a glutted condition at Omaha will weaken Chicago, and vice versa. A run of 103,000 sheep on Monday at the central markets at this season of the year is not excessive, and would not cause a break in prices if they were more evenly distributed among the various points. When two markets get 83 per cent of a day's supply, it shows that some shippers are using poor judgment. C. M. P.

### SEPTEMBER WEATHER ON WESTERN RANGES

The following summary of weather, live-stock and range conditions has been compiled from the various publications and reports of the United States Weather Bureau for the National Wool Grower:

UTAH—The fall and winter range outlook was temporarily improved early in the month by good general rains, though droughty weather subsequently has caused a general need for rain, leaving the winter grazing outlook only fair. Frosty weather by the middle of the month was forcing live stock off the higher summer ranges and by the close the exodus was quite general. Heavy lamb shipments continued through the month. The accessible feed has been good and plentiful, hence all stock have been in good or excellent condition. Some hay was damaged through wind and wet weather early in the month.

NEVADA—Cool, frosty weather

prevailed much of the month, terminating the growing season, though haying progressed rather favorably as a rule. Both cattle and sheep remained very largely on summer ranges until during the closing week when inclement weather began to drive them to lower levels. Excellent pasturage has been found on the alfalfa meadows, though over much of the state the lack of rain for some weeks has caused more or less urgent need for rain. Live stock has done well and is in good or excellent condition, except in the south, where cattle are reported thin in some localities.

IDAHO—The pastures and ranges were dry at the beginning of the month though there was much cured feed on the range. Subsequent rains proved very beneficial, however, and grazing lands have been greatly refreshed, and succulent feed is reported abundant generally. Many cattle and sheep have been moved from the mountain ranges on the way to fall and winter feed lands, and a great many grass fattened cattle have been gathered for the market. Lambs have also been shipped to market in large numbers in fine condition.

MONTANA—The month began with many water holes dry, and range feed only fairly good in places, especially in the southeast, where the grasshoppers had devoured large sections of the range, necessitating the moving of the stock. Subsequent rains were heavy, however, and while much snow fell in the mountains covering the summer ranges, the lower areas were refreshed and water holes replenished generally. The pastures are still patchy, though stock are in fairly good condition. Much alfalfa hay was spoiled in the fields by bad weather. The shipment of cattle is well along and lamb shipments are beginning in the northeast.

WYOMING—The weather was cool but somewhat droughty, especially in northeastern counties where water holes were rather badly depleted much of the month; however, water supplies and range conditions continued satisfactory in the southwestern portion.

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ROOMS WITHOUT BATH  
\$1.50 and \$2.00 PER DAY  
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"The very best of everything at  
sensible prices"

Cattle and sheep are mostly in excellent condition, and sheep are moving to the winter range areas.

COLORADO—Good weather prevailed for live-stock interests except that some hay was damaged by rains and some corn cut rather badly by hail, though much hay has been stacked and silo filling has progressed favorably as a rule. Live-stock and range conditions have continued good or excellent, except in the eastern counties, where it has been too dry.

WESTERN TEXAS—There has not been rain enough for the range and live-stock, except locally, though as a rule cattle have held up very well. Grass has cured fairly well, and toward the close there was some local improvement in moisture conditions.

NEW MEXICO—The range has continued generally good, except that it has been too dry in eastern counties. Live stock have done well and are in good or excellent condition. The fodder crops are reported good and roughage will be abundant for the winter. The range is curing rapidly. Rains in the south in the last week improved the range.

ARIZONA—Live stock have done remarkably well, considering the poor prospect six to eight weeks ago, and cattle are finishing for the market generally in good or excellent condition. The ranges have afforded splendid feed, and the outlook is fine for winter forage. Stock water has also been plentiful, giving access to all the range. The grass has matured and cured nicely.

CALIFORNIA—Dry ranges early in the month deteriorated for want of moisture to only fair or poor toward the close, though there was still a sufficient quantity of dry feed and stock have done very well. The animals brought down from the mountains have continued in good condition. There has been an excellent growth of alfalfa.

OREGON—The weather was generally favorable for haying, the alfalfa having made a good growth. Mea-

dows and pastures were revived early in the month by rains, and the feed on the mountains was reported good. The cattle and sheep have therefore continued in good or excellent condition. Refreshing rains occurred again later in the month, leaving range feed conditions generally satisfactory.

WASHINGTON — Comparatively dry, frosty weather prevailed until after the middle of the month, when refreshing showers improved the range and pastures.

## OREGON ASSOCIATION GAINS STRENGTH

The Oregon Wool and Mohair Growers Co-operative Association is now perhaps one of the largest and strongest of the purely wool marketing organizations. Its growth has been phenomenal as the organization is only six months old. The Oregon association now has over 1,600 wool growers as members who have contracted to market their wool for five years through the association. The association is purely co-operative, and is managed entirely by wool growers who have determined to market their wools in a more efficient and business-like manner than has been possible in the past.

The members own over 200,000 sheep and goats and the association will this year handle over 2,000,000 pounds of wool and mohair. Considerably over a million pounds has been received and is being graded at the Western Wool Warehouse in Portland. These wools were never before graded, and as they are mainly western Oregon wools they are very irregular, and have always previously been sold ungraded on the basis of the poorest wools in the sacks. Traveling buyers paid one or two prices for all grades of wool, although their true values ranged from 10 cents per pound to as high as 30 cents per pound. As a result, producers of good wools received practically the same prices as the producers of poor wools. This condition is being removed by the association, which at present is making eighteen



grades and classifications of the wools which it has received. For example, at present the association is making four classes of three-eighths wools, and four classes of fine wools, according to brightness, length of staple, strength, condition, locality, etc. As a result those buying association wools can specify the particular kind of wool they desire, and can then rest assured that they will receive exactly what they buy. Severe grading is being followed at present, and all grades are running high; that is, a mill buyer can pick up any fleece in the three-eighths bin, and will find it a true three-eighths while he may also find in the same bin fleeces that will grade on the high side of three-eighths, approaching a half-blood.

The association is fortunate in having experienced graders who have worked in Bradford, and in the best mills on the Atlantic coast.

As many of the sheep owned by association members range in burned-over timber lands, much of the wool from these flocks is timber-stained, and will be scoured by the association before being offered for sale. The association is now arranging for selling connections in the East and after September 1, will commence selling wool. It has not desired nor attempted to sell wool, during the period of country buying, when prices were being depressed by growers competing with each other in getting rid of their wools.

The officers of the association are: Fred W. Herrin, Ashland, president; C. L. Beckley, Oakland, vice-president; J. B. Cornett, secretary, Shedd; and R. A. Ward, general manager, Portland, Oregon. Growers in Washington are expressing considerable interest in the association and a campaign for members will be later undertaken in that state. The majority of growers feel that as the greater the volume of wool handled, the less will be the overhead expenses, there is little need for separate marketing associations in each state for those wools that move naturally through Portland en route to market, and that the industry will be better served by one efficient association operating for all. R. W.

## FOR SALE

8,000 head half-blood ewes, age one to five years, bred to lamb February, with summer range on Boise Forest. 3,000 acres patented land controlling spring and fall range.

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Boise, Idaho

## Lincoln Rams

I have for sale at Bliss, Idaho, 30 registered Lincoln yearling rams at \$20 per head.

S. W. McCLURE  
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**The Best Range Ewes on Earth** are obtained only by breeding fine-wooled ewes to registered Cotswold rams.

This cross will produce ewes with the size, vigor and motherly instincts, characteristic only of Cotswold sheep; also the density of fleece and gregarious habits of the Rambouillets.

Ervin W. Murdock of Sugar City, Idaho, will sell 300 choice rams at \$15.00. There is a bargain if you need some.

## HAMPSHIRE!



I offer for sale:

100 head of Pure-Bred Yearling Hampshire range rams  
700 head unregistered, Pure-Blooded ewes and lambs.

Also, some very choice stud rams.

J. J. Craner, Corinne, Utah

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Our Hampshire Rams are up to our usual high standard. Also good Shorthorn bulls, prices right.

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For the 1921 season we will offer choice stud rams and ewes of the Romney and Lincoln breeds. We are sold out for this season with the exception of a few Romney ewes, bred and ready for shipment.

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Flocks our specialty.

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**Shropshires, Oxfords,  
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**ALL PURE BRED AND  
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Constitution is always my first consideration. My sheep thrive well in any range of climate from the equator to the southernmost regions of settlement.

*Corriedale Sheep are the Best  
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I am the owner of the Champion Ram and Ewe of New Zealand and at the head of my stud is a Ram that has produced more champions and prize winners than any Ram in New Zealand.

Purchasers getting sheep from me have no chance of getting anything but pure blood, as I do not breed half breds or any other breeds of sheep.

My success has been due to the fact that I never allow a Ram to leave my flock, that I do not consider fit to use on my own Stud Ewes.

I can accept orders for a limited number of Rams or Ewes.

I shall be pleased to receive a call from American sheepmen, or answer any enquiries. For further particulars, apply to

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